

TIMES 1000 COMPUTER SERVICES USAGE

VOLUME II: TIMES TOP 200

INPUT

ABOUT INPUT

INPUT provides planning information, analysis, and recommendations to companies in the information processing industries. Through market research, technology forecasting, and competitive analysis, INPUT supports client management in making informed decisions. Continuing services are provided to users and vendors of computers, communications, and office products and services.

The company carries out continuous and in-depth research. Working closely with clients on important issues, INPUT's staff analyze and interpret the research data, then develop recommendations and innovative ideas to meet clients' needs. Clients receive reports, presentations, access to data on which analyses are based, and continuous consulting.

Professional staff have, processing industry. Marketing, or planning. complex business problem

Formed in 1974, INPUT include over 100 of the w

YE-HON
EUR:2
CUSTOM
AUTHOR
Times 1000 Computer Serv. Usage
TITLE

Information in operations, al solutions to

firm. Clients companies.

OFFICES

UNITED STATES

2180 Sand Hill Road
Menlo Park, CA 94025
(415) 854-3422

Park 80 Plaza West-1
Saddle Brook, NJ 0766
(201) 368-9471

ny, Ltd.
ita-Aoyama

EUROPE

INPUT Europe
500 Chesham House
150 Regent Street
London, W1R 5FA
England
London 439-6288
Telex 261426

Street
P.O. Box 110, Gordon N.S.W. 2072
(02) 498-8199

PGP Sistema SRL
20127 Milano
Via Soperga 36
Italy
Milan 284-2850

X

SECTION A: TIMES TOP 50
SORTED BY U.K. SIC CODE



Digitized by the Internet Archive
in 2014

SECTION A: TIMES TOP 50
SORTED BY U.K. SIC CODE

Q.6 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) Engineering/Scientific

b) Production/Inventory

Typical Applications include: Chemical/Perchemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

c) Marketing/Sales

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your industry will be shortly available. May we send it to you?

INPUT

THE CHEAPSIDE HOUSE, 138 CHEAPSIDE,
LONDON EC2V 6DL
TEL: 01 419 6200

Q.6 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
a) <input checked="" type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

no

INPUT

INPUT
ECO CHELSEA HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6228

INPUT

TIMES TOP 1000 COMPANIES

Company R.H.M. MANAGEMENT SERVICES LTD.Address 1000 RHYTHM HOUSETHE HIGH, HARLOWESSEX CM20 1ZX.Tel: 0279-24831Contact Name D.J. COVILLDept/Division MARKETING

Q.1. Does your company have its own in-house computers?

 yes no → Please go to Q.3

Manufacturer I.B.M.
 Model 770/158
 Quantity 2.

Manufacturer I.B.M.
 Model 770/158
 Quantity 1.

Q.2. Are any of those computers used in a time-sharing or remote batch/services mode?

 yes no → Please go to Q.3

Type of Terminal used ORACLE DE 523
 Quantity 2
 Type of Terminal used DEC 7502
 Quantity 1

Q.3. Do you use external bureaux services?

 yes no → Please go to Q.6

① They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOC Data solve
 BARIC
 CMG
 ADP Management Dynamics
 CEST/Cambridge Comp. Service
 COMPUTER
 IBM
 CDC
 OTHER (Specify) →

Date 10/01/91
 Interview No. 1.3
 Reference

e) We use the following bureaux for Remote Batch Services

Centreline
 U.C.C.
 S.I.A.
 U.C.L.
 IBM.
 COMPUTER
 SCICON
 CDC
 LOVINES-AJAX
 OTHER (Specify) →

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify) →

Q.4. Please check your total Annual expenditure on the above services in the following ranges:

< £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £25,000
 ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

④ Batch Computing → % per annum growth/decline
 ④ Remote Computing → % per annum growth/decline
 ④ Interactive time sharing → % p.a. growth/decline

INPUT

Q.3 Finally, please check those applications which your company currently has or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

.Typical Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

<input checked="" type="checkbox"/>
<input type="checkbox"/>

Typical Applications include Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

<input checked="" type="checkbox"/>
<input type="checkbox"/>

Typical Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

<input checked="" type="checkbox"/>
<input type="checkbox"/>

Typical Applications include Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

<input checked="" type="checkbox"/>
<input type="checkbox"/>

Typical Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

<input checked="" type="checkbox"/>
<input type="checkbox"/>

Typical Applications include Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

INPUT

Data	Interview No. <u>110</u>
Reference	

TIMES TOP 1000 COMPANIES

Company SOUTHERN SCHWEPPES LTD
 Address BIRMINGHAM B30 2LU

Tel: 021 455 8260 845 503
 Contact Name A.J.W. KISSACK
 Dept/Division MANAGEMENT SERVICES

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer IBM
 Model 370/153
 Quantity 2

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3
 Type of Terminal used IBM 3270
 Quantity 20 Type of Terminal used IBM 3270
 Type of Terminal used IBM 3741
 Quantity 10 Type of Terminal used IBM 3741
 Quantity 50

Q.3. Do you use external bureaux services?

yes no → Please go to Q.6

Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time sharing → see (d)

b) We use the following bureaux for Batch Services:

- BOC Datavise
- BARC
- CMG
- ADF/Management Dynamics
- GEST/Cambridge Comp. Service
- COMPUTER
- COMPOWER
- IBM
- CDC
- OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services

- U.C.C. for ____% of the company's total outside work
- S.I.A. for ____% of the company's total outside work
- U.C.S.L. for ____% of the company's total outside work
- I.B.M. for ____% of the company's total outside work
- COMPUTER for ____% of the company's total outside work
- SCICON for ____% of the company's total outside work
- CCC for ____% of the company's total outside work
- LOWNDES-AJAX for ____% of the company's total outside work
- OTHER (Specify) for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

- Honeywell S. for ____% of the company's total outside work
- ADP for ____% of the company's total outside work
- COMSHARE for 50% of the company's total outside work
- IBM for 50% of the company's total outside work
- CRC for ____% of the company's total outside work
- ATKINS for ____% of the company's total outside work
- CDC for ____% of the company's total outside work
- OTHER (Specify) for 10% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
- ≥ £1000 < £5,000
- ≥ £5,000 < £12,000
- ≥ £12,000 → see (e)
- ≥ £25,000 → see (f)

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 10% per annum growth/~~decline~~ → see (b)
- Remote Computing 2% per annum growth/~~decline~~ → see (c)
- Interactive time sharing 2% p.a. growth/~~decline~~ → see (d)

delete as appropriate

INPUT

TIMES TOP 1000 COMPANIES

Date 1/1/95
 Interview No. 16
 Reference _____

Company Times Computer Services Ltd.
 Address East Street
Bathgate

Tel: 01234 567890
 Contact Name SS THREE
 Dept/Division CMS

Q.1. Does your company have its own in-house computers?

yes
 no → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

INPUT

c) We use the following bureaux for Remote Batch Services

- for Centrelle
- for U.C.C.
- for S.I.A.
- for U.C.S.L.
- for I.B.M.
- for COMPOWER
- for COMPUTEL
- for SCICON
- for CDC
- for LOWNDES-AJAX
- for OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

- for Honeywell's.
- for ADP
- for COMSHARE
- for IBM
- for CRC
- for ATKINS
- for CDC
- for OTHER (Specify)

Q.2. Are any of these computers used in a time sharing or remote batch/service mode?

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

yes → Please go to Q.3

no → Please go to Q.3

Q.4. Please check your total Annual expenditure on the above services in the following ranges:

- < £1000
- £1000 - £5,000
- ≥ £5,000 < £12,000
- ≥ £12,000 - £25,000
- ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- ① Batch Computing % per annum growth/decline → see (a)
- ② Interactive Time-sharing % per annum growth/decline → see (b)
- ③ Remote Computing % per annum growth/decline → see (c)
- ④ Interactive Time-sharing % per annum growth/decline → see (d)

→ delete as appropriate

a) They are used for

for BOG Datavolve
 BARIC
 CMG
 ADP/Management Dynamics
 GEST/Comshare Comp. Service
 COMPUTEL
 COMPOWER
 IBM
 CDC
 OTHER (Specify)

b) We use the following bureaux for Batch Services:

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Process Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Computation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes No

A SURVEY OF THE

TOP 1000 COMPANIES

INPUT
SOLICITATION
100 REGENT STREET, LONDON W1
TEL: 01-423 0250

INPUT

TIMES TOP 1000 COMPANIES

Date	Interview No.	<u>142</u>
Reference		

Company UNIGATE LTD
Address WESTCAT HOUSE

Tel: 01 992 3400
Contact Name V J SUTHERS
Dept/Division

Q.1. Does your company have its own in-house computers?

Yes No → Please go to Q.3

Manufacturer ITCL
Model 19014
Quantity 4

Manufacturer HONEYWELL
Model Q320 - 35
Quantity 1

Q.2. Are any of those computers used in a time-sharing or remote batch/service mode?

Yes No → Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

Yes No → Please go to Q.6

a) They are used for
 Batch Computing
 Remote Batch Computing
 Interactive Time-sharing

→ see (b)
→ see (c)
→ see (d)

b) We use the following bureaux for Batch Services:

BOC Datasolev
 BARIC
 CMG
 ADP/Management Dynamics
 COMPUTER
 GEFS/Comshare Comp. Service
 COMPOWER
 IBM
 CDC
 OTHER (Specify)

for ____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrella
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPUTER
 SCICON
 CDC
 LOVANDES-AJAX
 OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify)

e) Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 £1000 < £5,000
 £5,000 < £12,000
 £12,000 < £25,000
 £25,000 >

f) What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing $\frac{10}{25}$ % per annum growth/decline
 Remote Computing $\frac{10}{10}$ % per annum growth/decline
 Interactive time-sharing $\frac{10}{10}$ % a growth/decline
 delete as appropriate

INPUT

SIC 218, 2

Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Manufacturing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electronic Engineering, Operators Research etc.

Production/Inventory

Applications include Production Control and Scheduling, Quality Control, Inventory Control, Industrial Engineering, Control, Management Reports etc.

Marketing/Sales

Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Sales Planning, Management Reports etc.

Personnel

Applications include Manpower Management, Statistics, Personnel Database, other personnel applications.

General Accounting/Payroll

Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

Financial Analysis and Planning

Applications include Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Investment Analysis etc.

We thank you for your cooperation in filling in this questionnaire.

We hope the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE TOP 1000 COMPANIES

INPUT

500 CHESTERFIELD HOUSE, 180 REGENT ST., LONDON W.1
TEL: 01-433 5228

Q3. Finally, please tick those applications which your company may possibly use or will use in the future.

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Edition, Cost-Benefit Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

100 CHESTERFIELD PLACE, 100 RECENT ST., LONDON W.1
TEL: 01-439 0288

INPUT

INPUT

TIMES TOP 1000 COMPANIES

Company Charnington & Colly
Address: Newbury Close
Chelmsford E.1.

Tel: 01-790-5191
Contact Name: Mr. S. Branch
Dept/Division: Accelerators / ADMA

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer: NIXDORF
Model: 880/45
Quantity: 1

Manufacturer: VANTEK
Model: DATAPOINT 100
Quantity: 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureau services?

yes no → Please go to Q.6

Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

a) They are used for:

DDC Datawave → see (b)
 BARIC → see (b)
 CMG → see (b)
 ADP/Management Dynamics → see (c)
 GEEST Cambridge Comp. Service → see (c)
 COMPUTEL → see (c)
 COMPOWER → see (c)
 IBM → see (c)
 CDC → see (c)
 OTHER (Specify) → see (c)

b) We use the following bureaux for Batch Services:

Cenfile → for ____% of the company's total outside work
 U.C.C. → for ____% of the company's total outside work
 S.I.A. → for ____% of the company's total outside work
 U.G.S.L. → for ____% of the company's total outside work
 I.B.M. → for ____% of the company's total outside work
 COMPOWER → for ____% of the company's total outside work
 COMPUTERL → for ____% of the company's total outside work
 SCON → for ____% of the company's total outside work
 CDC → for ____% of the company's total outside work
 LOVINES-AJAX → for ____% of the company's total outside work
 OTHER (Specify) → for ____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Honeywell I.S. → for ____% of the company's total outside work
 ADP → for ____% of the company's total outside work
 COMSHARE → for ____% of the company's total outside work
 IBM → for ____% of the company's total outside work
 CRC → for ____% of the company's total outside work
 ATKINS → for ____% of the company's total outside work
 CDC → for ____% of the company's total outside work
 OTHER (Specify) → for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S. → for ____% of the company's total outside work
 ADP → for ____% of the company's total outside work
 COMSHARE → for ____% of the company's total outside work
 IBM → for ____% of the company's total outside work
 CRC → for ____% of the company's total outside work
 ATKINS → for ____% of the company's total outside work
 CDC → for ____% of the company's total outside work
 OTHER (Specify) → for ____% of the company's total outside work

e) Please check your total Annual expenditures on the above services in the following ranges:

< £1000 → £12,000 < £25,000
 ≥ £1000 < £5,000 → £25,000
 ≥ £5,000 < £12,000 → £12,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing → % per annum growth/decline
 Remote Computing → % per annum growth/decline
 Interactive Timesharing → % per annum growth/decline

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION

WILL USE MORE
IN FUTURE

- a) Engineering/Scientific

Typical Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include Manpower Management Statistics, Personnel Database, Other personnel applications.

- e) General Accounting/Payroll

Typical Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analyst and Planning

Typical Applications include Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

Mr. R. Smith
Computing Manager
Allied Breweries UK Ltd.
Station Street
Burton on Trent
Staffs.

USE NOW

WILL USE LESS
IN FUTURE

USE IN THE FUTURE

WILL USE MORE
IN FUTURE

USE IN THE PAST

WILL USE LESS
IN FUTURE

USE IN THE PAST

WILL USE MORE
IN FUTURE

USE IN THE PAST

WILL USE LESS
IN FUTURE

IMPULS
509 CHISWICK HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Date 10/10/02
 Interview No. 125
 Reference _____
 Reference _____

Company British Telecom
 Address 100 Colmore Row, Birmingham, B4 6JG
100 Colmore Row, Birmingham, B4 6JG

Tel: 0121 453 5203
 Contact Name John Smith
 Dept/Division Customer Services

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Title Computer Analyst

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used _____

Quantity _____

c) We use the following bureaux for Remote Batch Services

- Centrifile
- U.C.C.
- S.I.A.
- U.S.L.
- I.B.M.
- COMPUTER
- SCICON
- CDC
- LOWNDES-AJAX
- OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

- Honeywell U.S.
- ADP
- COMSHARE
- IBM
- CRC
- ATKINS
- CDC
- OTHER (Specify) _____

Q.4. Please check your total/Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> £1000 - £5,000	<input type="checkbox"/> £5,000 - £12,000	<input checked="" type="checkbox"/> £12,000 - £25,000	<input type="checkbox"/> > £25,000
----------------------------------	---	---	---	------------------------------------

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="radio"/> Batch Computing \downarrow % per annum growth/decline	<input type="radio"/> Remote Computing \downarrow % per annum growth/decline
<input type="radio"/> Interactive Time-sharing \downarrow % per annum growth/decline	<input type="radio"/> delete as appropriate

*Batch work is not relevant
 Remote work is not relevant
 Interactive Time-sharing is not relevant*

b) We use the following bureaux for Batch Services:

- BOC Dataserve
- BARIC
- CMC
- ADP/Management Dynamics
- GEEST/Cambridge Comp. Service
- COMPUTER
- IBM
- CDC
- OTHER (Specify) _____

INPUT

END

Please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
<input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electronic Engineering, Operations Research etc.

Production/Inventory

Applications include Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Material Control, Management Reports etc.

Marketing/Sales

Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, and Sales Planning, Management Reports etc.

Personnel

Applications include Manpower Management Statistics, Personnel Database, other personnel applications.

General Accounting/Payroll

Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

Financial Analysis and Planning

Applications include Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Capital Investment Analysis etc.

You for your cooperation in filling in this questionnaire.

Part of the Data provided by companies in your category will be shortly available. May we send it to you?

RAILWAY COMPUTER SYSTEMS LTD
500 CLOTHESHOUSE LANE, 150 REGENT ST., LONDON W.1
TEL: 01-413 5228

TIMES TOP 1000 COMPANIES

Date 3.4.76
Interview No. 1722

Reference

Company SALAMAN LTD.
Address RIVERSIDE RD
NUCHOLT
HDX

Tel: 01-845-2356Center Name PC RECEPTIONDept/Division EDP - CPS

Title _____

Q.1. Does your company have its own in-house computers?

Yes No → Please go to Q.3

Manufacturer HONEYWELL Model H 220/3200/5100/5110 Manufacturer _____
Model _____
Quantity 10 each

Manufacturer _____ Model _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

Yes No → Please go to Q.3

Type of Terminal used V705 VDU Type of Terminal used ESTINET
Quantity 25 Type of Terminal used _____
Quantity _____

Type of Terminal used ESTINET Type of Terminal used _____
Quantity 2 Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

Yes No → Please go to Q.6

Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

a) They are used for:

- BOConsultive for ____ % of the company's total outside work
- BARIC for ____ % of the company's total outside work
- CMG for ____ % of the company's total outside work
- ADP/Management Dynamics for ____ % of the company's total outside work
- GESET/Cambridge Comp. Service for ____ % of the company's total outside work
- COMPUTEL for ____ % of the company's total outside work
- COMPOWER for ____ % of the company's total outside work
- IBM for ____ % of the company's total outside work
- CDC for ____ % of the company's total outside work
- OTHER (Specify) for ____ % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

- Centerfile for ____ % of the company's total outside work
- U.C.C. for ____ % of the company's total outside work
- S.I.A. for ____ % of the company's total outside work
- U.C.S.L. for ____ % of the company's total outside work
- I.B.M. for ____ % of the company's total outside work
- COMPOWER for ____ % of the company's total outside work
- COMPUTER for ____ % of the company's total outside work
- SCICON for ____ % of the company's total outside work
- CDC for ____ % of the company's total outside work
- LOWNDES-AJAX for ____ % of the company's total outside work
- OTHER (Specify) for ____ % of the company's total outside work

for the following bureaux for Interactive Time Sharing Services:

- Honeywell U.S. for ____ % of the company's total outside work
- P.S.P. for ____ % of the company's total outside work
- COMSHARE for ____ % of the company's total outside work
- IBM for ____ % of the company's total outside work
- CRC for ____ % of the company's total outside work
- ATKINS for ____ % of the company's total outside work
- CDC for ____ % of the company's total outside work
- OTHER (Specify) for ____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

- < £1000
- £1000 - £15,000
- > £15,000 - £25,000
- > £25,000

e) Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
- £1000 - £15,000
- > £15,000 - £25,000
- > £25,000

f) What is the growth pattern that you forecast in the usage of each service category by your company?

- Batch Computing → see (b)
- Remote Computing → see (c)
- Interactive Time-sharing → see (d)

} delete as appropriate

- per annum growth/decline
- % p.a. growth/decline

Q.16. Finally, please check those applications which your company already uses or will use in the future.

APPLICATION

USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) Engineering/Scientific

Typical Applications include Chemical/Process/Chemical Engineering, Civil/Structural Engineering, Mechanical Eng. Engineering, Manufacturing, Operations Research etc.

b) Production/Inventory

Typical Applications include Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Financial Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include Manpower Management Statistics, Personnel Database, other personnel specifications.

e) General Accounting/Payroll

Typical Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

no

500 CHEPHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-449 3380

TIMES TOP 1000 COMPANIES

Company CARRENS AUTOMOTIVE LTD.
Address CHRISTOPHER HALLIDAY ROAD,
POSLONDON Essex

Date 15/3/78
Interview No. 120
Reference

To: BOS 29840 Ry 340
Contact Name D F LEITCH
Copy Division DP

Title TECH. CLOS. MANAGER

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer ICL
Model 1903T
Quantity x 2.

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used 7502 x 2.
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

yes no → Please go to Q.6

Batch Computing _____
Remote Batch Computing _____
Interactive Time sharing _____

→ see (b)
→ see (c)
→ see (d)

Batch Computing _____
Remote Batch Computing _____
Interactive Time sharing _____

→ see (b)
→ see (c)
→ see (d)

b) We use the following bureaux for Batch Services:

BOG Datavise
BARIC
CMG
ADM Management Dynamics
GET/Cambridge Comp. Service
COMPUTER
IBM
CDC
OTHER (Specify)

c) We use the following bureaux for Remote Batch Services

Contract
U.C.C.
S.I.A.
U.C.S.L.
I.B.M.
COMPPOWER
COMPUTEL
SCICON
CDC
LOWNDES-AJAX
OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell S.
ADP
COMSHARE
IBM
CRC
ATKINS
CDC
OTHER (Specify)

e) We use the following bureaux for the above services in the following ranges:

for _____% of the company's total outside work
 > £12,000 < £25,000
 > £25,000
 < £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £12,000

f) Please check your total Annual expenditures on the above services in the following ranges:

for _____% of the company's total outside work
 > £12,000 < £25,000
 > £25,000
 < £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £12,000

g) What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing % per annum growth/decline
 Remote Computing % per annum growth/decline
 Interactive timesharing % p.a. growth/decline
 } delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be made available. May we send it to you?

yes

no

INPUT 4

500 CHARTERED HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-639 6236

INPUT 5

TIMES TOP 1000 COMPANIES

Company EAT (UK) Express Ltd.

Address Executive House

WILKESLEY

Surrey GU1 1YB

Tel: 01483 761111

Contact Name K. Smithee

Dept/Division M.S.2.

Q.1. Does your company have its own in-house computers?

Yes No → Please go to Q.3

Manufacturer	<u>DATA EXPRESS LTD.</u>	Model	<u>63700</u>
Quantity	<u>1</u>	Manufacturer	
		Model	
		Quantity	

Manufacturer	<u>DATA EXPRESS LTD.</u>	Model	<u>NAVA 3-12</u>
Quantity	<u>1</u>	Manufacturer	
		Model	
		Quantity	

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

Type of Terminal used	<u>DATA</u>	Type of Terminal used	<u>DATA</u>
Quantity	<u>2</u>	Quantity	<u>2</u>
Type of Terminal used	<u>HARDWARE FLOPPY</u>	Type of Terminal used	<u>FLOPPY</u>
Quantity	<u>1</u>	Quantity	<u>1</u>

Q.3. Do you use external bureau services?

Yes No → Please go to Q.6

a) They are used for

- Batch Computing → see (b)
- Remote Batch Computing → see (c)
- Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

- BOC Dataserve
- BARC
- C.I.G
- ADP Management Dynamics
- GEEST/Cambridge Comp. Service
- COMPUTEL
- IBM
- CDC
- OTHER (Specify)

Date	<u>Interview No. 13</u>
Reference	

c) We use the following bureaux for Remote Batch Services

- Centrifile for _____ % of the company's total outside work
- U.C.C. for _____ % of the company's total outside work
- S.I.A. for _____ % of the company's total outside work
- U.CSL. for _____ % of the company's total outside work
- I.B.M. for _____ % of the company's total outside work
- COMPUTER for _____ % of the company's total outside work
- COMPUTEL for _____ % of the company's total outside work
- SCICON for _____ % of the company's total outside work
- CDC for _____ % of the company's total outside work
- LOWNDES-AJAX for _____ % of the company's total outside work
- OTHER (Specify) for _____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

- Honeywell I.S. for _____ % of the company's total outside work
- ADP for _____ % of the company's total outside work
- COMSHARE for _____ % of the company's total outside work
- IBM for _____ % of the company's total outside work
- CRC for _____ % of the company's total outside work
- ATKINS for _____ % of the company's total outside work
- CDC for _____ % of the company's total outside work
- OTHER (Specify) for _____ % of the company's total outside work

e) Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
- ≥ £1000 < £5,000
- ≥ £5,000 < £12,000
- ≥ £12,000 < £25,000
- ≥ £25,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing → _____ % per annum growth/decline
- Remote Computing → _____ % per annum growth/decline
- Interactive timesharing → _____ % p.a. growth/decline

→ delete as appropriate

Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

Engineering/Scientific

Industrial/Electronic Engineering, Operations Research etc.

(a) Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering,

Production/Inventory

(a) Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Electrical Control, Management Reports etc.

Marketing/Sales

(a) Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Marketing and Sales Planning, Management Reports etc.

Personnel

(a) Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

General Accounting/Payroll

(a) Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Financial Analysis and Planning

(a) Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysts and Conclusion, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

Summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

no

A SURVEY OF THE

TOP 1000 COMPANIES

Mr. J. Birrell
Head Group DP Dept.
Cecroplands
18 Gloucester Square
London W1A 3B8

TOP 1000 COMPANIES
500 CHAMBERS STREET, 39 REGENT ST., LONDON W1
TEL: 01-429 5223

TIME'S TOP 1000 COMPANIES

Date _____
 Interview No. T-14
 Reference _____

Company Computerland Ltd.
 Address 18 Hanover Square London W1

Tel: 629 9082
 Contact Name _____
 Dept/Division _____

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer <u>IBM</u>	Type of Terminal used <u>Terminals</u>	Quantity <u>250</u>	Quantity <u>1</u>
Model <u>372-125</u>	Model <u>2903</u>	Model <u>3500</u>	Model <u>1</u>
Quantity <u>Two</u>	Quantity <u>4</u>	Quantity <u>1</u>	Quantity <u>1</u>

Manufacturer <u>Honeywell</u>	Type of Terminal used <u>Terminals</u>	Quantity <u>58</u>	Quantity <u>1</u>
Model <u>6225/6240</u>	Model <u>PC 800</u>	Model <u>PC 800</u>	Model <u>1</u>
Quantity <u>1</u>	Quantity <u>3</u>	Quantity <u>1</u>	Quantity <u>1</u>

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

Type of Terminal used <u>Terminals</u>	Quantity <u>30</u>	Type of Terminal used <u>Terminals</u>	Quantity <u>5</u>
Type of Terminal used <u>Batch Computing</u>	Quantity <u>250</u>	Type of Terminal used <u>Batch Computing</u>	Quantity <u>5</u>

Q.3. Do you use external bureau services?
 yes no → Please go to Q.6

d) We use the following bureaux for Batch Services:

Centefile	for <u>—%</u> of the company's total outside work
U.C.C.	for <u>—%</u> of the company's total outside work
SIA	for <u>—%</u> of the company's total outside work
UCSL	for <u>—%</u> of the company's total outside work
I.B.M.	for <u>—%</u> of the company's total outside work
COMPOWER	for <u>—%</u> of the company's total outside work
COMUTEL	for <u>—%</u> of the company's total outside work
SCICON	for <u>—%</u> of the company's total outside work
CDC	for <u>—%</u> of the company's total outside work
LOWNDES-AJAX	for <u>—%</u> of the company's total outside work
OTHER (Specify)	for <u>—%</u> of the company's total outside work

e) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S.	for <u>100</u> % of the company's total outside work
ADP	for <u>—%</u> of the company's total outside work
COINSHARE	for <u>—%</u> of the company's total outside work
IBM	for <u>—%</u> of the company's total outside work
CRC	for <u>—%</u> of the company's total outside work
AT&TNS	for <u>—%</u> of the company's total outside work
CDC	for <u>—%</u> of the company's total outside work
OTHER (Specify)	for <u>—%</u> of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:
 < £1000 ≥ £12,000 < £25,000
 ≥ £1000 < £5,000 ≥ £25,000
 ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?
 Batch Computing 5 % per annum Growth Upward
 Remote Computing — % per annum Growth Upward
 Interactive Time-sharing 32 % p.a. Growth Upward

deletes appropriate

a) They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:
 BOC Dataserve
 BAPIC
 CMG
 ADP/Management Dynamics
 GTE/Garland Comp. Service
 COMPUTEL
 COMPOWER
 IBM
 CDC
 OTHER (Specify)

INPUT

Sir Sir

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	--------------------------------	--------------------------------

- a) Engineering/Scientific
- Typical Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electronic/Electronic Engineering, Operations Research etc.

Production/Inventory

Typical Applications include Production Control and scheduling, Quality Control, Inventory Control, Financial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Marketing, Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include Payroll, Transaction and Customer Accounts, Coding, etc.

- f) Financial Analysis and Planning

Typical Applications include Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Decision, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SURVEY OF THE

TIMES TOP 100 COMPANIES

INPUT

THE CHESTNUT HOUSE, 130 RECENT ST., LONDON W.1
TEL: 01-433 6223

INDUST

Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Operations Engineering, Operations Research, etc.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Production/Inventory

-

Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Control, Management Reports etc.

MARKETING/SALES

-

Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Sales Planning, Management Reports etc.

PERSONNEL

-

Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

GENERAL ACCOUNTING/PAYROLL

-

Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

FINANCIAL ANALYSIS AND PLANNING

-

Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Combination, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.
Part of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TOP 100 COMPANIES

44-29
High Duty Alloy Forgings Ltd.
Wimborne, England
Breditch, Worcs.
B77 6EP



SOOTHEHAM HOUSE, 150 REGENT ST., LONDON W.1
TELE: 01-439 0286

INPUT

MES TOP 1000 COMPANIES

Date 10/10/85
 Interview No. 3505
 Reference 11/12/85

Company High Tech Aircon Engineering Ltd.
 Address 100, Chancery Lane, E14 5EL

Telephone 01-522 11211
 Telex 82211

Title Marketing Director
 Job Title Marketing Director

Function Marketing
 Division Domestic Sales

Do you company have its own in-house computers?

Yes No → Please go to Q.3

Manufacturer F.C.L
 Model 1002A
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Are any of these computers used in a time-sharing or remote batch/service mode?

Yes No → Please go to Q.3

Type of Terminal used _____
 Quantity _____

Do you use external bureau services?

Yes No → Please go to Q. 6

They are used for
 → see (b)
 → see (c)
 → see (d)

Batch Computing →
 Remote Batch Computing →
 Interactive Time-sharing →

We use the following bureaux for Batch Services:

BCC Dataserve
 BANC
 CMC
 CMC Management Dynamics
 SET/Cambridge Comp. Service

COMPUTER
 COMPOWER
 IBM
 CDC

OTHER (Specify) SATCOM

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1,000

£1,000 - £5,000

> £5,000 - £12,000

£12,000 - £25,000

> £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing 10% per annum growth/decile

Remote Computing — % per annum growth/decile

Interactive time-sharing — % p.a. growth/decile

delete as appropriate

INPUT

ANSWER

SIC 33
26. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
Engineering/Scientific	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

31-39
Petors Ltd.
Staines, Middlesex,
TW18 3AR

(i) Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

) Production/Inventory

<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

(ii) Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

) Marketing/Sales

<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

(iii) Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Freight and Cost Planning, Material Handling, Projects etc.

) Personnel

<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

(iv) Applications include: Payroll Management System, Personnel Database, Other personnel applications.

) General Accounting/Payroll

<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

(v) Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

) Financial Analysis and Planning

<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

(vi) Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Capital Investment Analysis etc.

Please you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Finally, please check those applications which your company currently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE

Engineering/Scientific

Applications include Chemical/ petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electronic Engineering, Operations Research etc.

Production/Inventory

Applications include Production control and scheduling, Quality Control, Inventory Control, Industrial Engineer (e.g. Process Management Reports etc.)

Marketing/Sales

Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Sales Planning, Management Reports etc.

Personnel

Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

General Accounting/Payroll

Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Financial Analysis and Planning

Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Investment Analysis etc.

for your cooperation in filling in this questionnaire.

If the Data provided by companies in your category will be shortly available, May we send it to you?

PRINTED IN ENGLAND
BY A. & A. LTD.
500 CRESTAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-583 6238

A SURVEY OF THE

USES OF COMPUTER IN COMPANIES

5473
10-20
1000 Businesses
Stretton, Cheshire
SK7 5AH

PRINTED IN ENGLAND
BY A. & A. LTD.
500 CRESTAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-583 6238

TIME'S TOP 1000 COMPANIES

Date _____
Interview No. _____
Reference _____

Company NETSYS BUSINESS SERVICES LTD.
Address HULL CITY CENTRE

Tel. 01483 - 71070

Contact Name J. C. GATER
Department GENERAL INFORMATION SYSTEMS

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer DEC
Model 903A
Quantity 1

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in time-sharing or remote batch/service mode?

yes no → Please go to Q. 3
Type of Terminal used TELETYPE
Quantity 1

Type of Terminal used 5741/20
Quantity 1

Q.3. Do you use external bureau services?

yes no → Please go to Q. 6

a) They are used for

Batch Computing → see (b)
 Remote Batch Commuting → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOCDensitive	for _____ % of the company's total outside work
<input type="checkbox"/> BARIC	for _____ % of the company's total outside work
<input type="checkbox"/> CVG	for _____ % of the company's total outside work
<input type="checkbox"/> AD Management Dynamics	for _____ % of the company's total outside work
<input type="checkbox"/> GEFSI Cambridge Comp. Service	for _____ % of the company's total outside work
<input checked="" type="checkbox"/> COMPUTER	for <u>100</u> % of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____ % of the company's total outside work
<input type="checkbox"/> IBM	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	for _____ % of the company's total outside work

c) We use the following bureaux for Remote Batch Services:
Controlle
U.C.C.
S.I.A.
UCCS.L.
I.B.M.
COMPOWER
COMPUTER
SCICON
CDC
LOWNES-AJAX
OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:
Honeywell S.
ADP
COMSHARE
IBM
CRC
ATKINS
CDC
OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:
 < £1000
 ≥ £1000 < £5000
 ≥ £5000 < £12,000
 ≥ £12,000 < £25,000
 ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?
 Batch Computing → % per annum growth/decline
 Remote Computing → % per annum growth/decline
 Interactive Time-sharing → % p.a. growth/decline } delete as appropriate
 UNEQUAL, N/A

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reporting etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SUMMARY OF THE DATA

THE TOP FIVE COMPANIES

A SUMMARY OF THE DATA

THE TOP FIVE COMPANIES

A SUMMARY OF THE DATA

THE TOP FIVE COMPANIES

A SUMMARY OF THE DATA

THE TOP FIVE COMPANIES

THE TOP FIVE COMPANIES

THE TOP FIVE COMPANIES

50 CECIL CHAM HOUSE, 100 REGENT ST, LONDON W1
TEL: 01-580 6223

INDUSTRY

TIME TOP 1000 COMPANIES

T.I. Export

Company 2. BRC Group
Address 2, BRC Group, 4th Floor, 5th Ring Building, 100080, P.R.C. ISBN

Tel: 021-632-6132

Contact Name J. GREGORY

Dept/Division After Sales Service

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer DATASPRINT (V.S.H.)

Model Z200

Quantity 1

Manufacturer ...

Model ...

Quantity ...

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used V.T. 111

Quantity ...

Type of Terminal used ...

Quantity ...

Q.3. Do you use external bureau services?

yes no → Please go to Q.6

Type of Terminal used ...

Quantity ...

Date 2000-1-17
Interview No. 142
Reference ...

Date 2000-1-17
Interview No. 142
Reference ...

e) We use the following bureaux for our outside work

U.C.C.

S.I.A.

U.C.S.L.

I.B.M.

COMPUTER

SICON

CCC

LOWNDES-AJAX

OTHER (Specify)

T.1. Computer Unit

T.1. Local Services

T.1. Long Distance

Honeywell's

ADP

COMSHARE

IBM

CRC

ATKINS

CDC

OTHER (Specify)

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

e) We use the following bureaux for Batch Services:

BOG Datavolve

BARIC

CMG

A.P./Management Dynamics

C.I.T./Cambridge Comp. Services

COMPUTER

COMPPOWER

IBM

CDC

OTHER (Specify)

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

f) We use the following bureaux for Interactive Time Sharing Services:

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

SIC 3316.

Finally, please check those applications which your company presently uses or will use in the future:

38-29
Wm. Aitkenhead Ltd.
Stamford Hill
Lees, Oldham
Lancs.

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

Engineering/Scientific

Production/Inventory

Marketing/Sales

Personnel

General Accounting/Payroll

ng Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Material Control, Management Reports etc.

Financial Analysis and Planning

Capital Investment Analysis etc.

cial Applications include: Manpower Management Statistics, Personnel Database, other personnel applications, Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, set and Sales Planning, Management Reports etc.

Financial Analysis and Planning

Capital Investment Analysis etc.

General Accounting/Payroll

Financial Analysis and Planning

Capital Investment Analysis etc.

cial Applications include: Payroll, Transaction and Customer Accounts, Conting, etc.

General Accounting/Payroll

Financial Analysis and Planning

Capital Investment Analysis etc.

cial Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Conservation, Capital Investment Analysis etc.

ink you for your cooperation in filling in this questionnaire.

Summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

INDUSTRY'S TOP 1000 COMPANIES



500 CHESHAM HOUSE, 150 REGENT ST., LONDON W1
TEL: 01-439 6280

TIMES TOP 1000 COMPANIES

Date 15/03/89
 Interview No. 1500320
 Reference _____

Company British Telecommunications

Address Redhill, Surrey, RH9 1AA

Ref. 57/62 - 231

Contact Name Mr. Michael

Dept/Division Electronics

2.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer DEC
 Model DEC
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer DEC
 Model DEC
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

2.2. Are any of these computers used in time-sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

2.3. Do you use external bureaux services?

yes no → Please go to Q.6

Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

2.4. They are used for

- a) We use the following bureaux for Batch Services:
 BSC Datavoice
 CANTIC
 CNG
 AP/M Management Dynamics
 GEST/Cambridge Comp. Service
 COMPUTEL
 COMPOWER
 IBM
 CDC
 OTHER (Specify) _____

- b) We use the following bureaux for Remote Batch Services:
 Centrefile
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPOWER
 COMPUTEL
 SCICON
 CDC
 LOWNDES-AJAX
 OTHER (Specify) _____

- c) We use the following bureaux for Interactive Time Sharing Services:
 Honeywell I.S.
 ADP
 COMSHARE
 IBM
 CRC
 ATINS
 CDC
 OTHER (Specify) _____

- d) We use the following bureaux for Interactivetime sharing Services:
 Honeywell I.S.
 ADP
 COMSHARE
 IBM
 CRC
 ATINS
 CDC
 OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
 £1000 - £5,000
 > £5,000 - £12,000
 £12,000 - £25,000
 > £25,000

- Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing — % per annum growth/decline
 Remote Computing — % per annum growth/decline
 Interactive Time-sharing — % per annum growth/decline

delete as
inappropriate

INPUT

Q.5 Finally, please check those applications which your company currently uses or will use in the future.

APPLICATION

USE NOW WILL USE WILL USE NEVER

- a) Engineering/Scientific
- b) Production/Inventory
- c) Marketing/Sales
- d) Personnel
- e) General Accounting/Payroll
- f) Financial Analysis and Planning

Typical Applications include: Chemicals/ Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electronic Engineering, Operations Research etc.

A SURVEY OF THE

TOP 100 COMPANIES

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Material Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Databases, other personnel applications.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Control, Investment, Analysis etc.

Thank you for your co-operation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

TOP 100 COMPANIES
UK & IRELAND
200 Companies
1989
T: 01443 62233

TOP 100 COMPANIES
UK & IRELAND
200 Companies
1989
T: 01443 62233

INPUT

TIMES TOP 1000 COMPANIES

Company LANK Xerox

Address BRIDGE HOUSE

OXFORD ROAD

OXFORDSHIRE

MINDX.

Tel: 01865 51133

Contact Name A. M. GREGGITS

Dept/Division INFORMATION SYSTEMS DEPT

Q.1. Does your company have its own in-house computers?

Yes No → Please go to Q.3

Manufacturer XEROX
Model SIGHA 9
Quantity 1

Manufacturer HONEYWELL
Model A. GCS SYSTEM
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

Yes No → Please go to Q.3

Type of Terminal used DIALOG
Quantity ≥ 12

Type of Terminal used XEROX 800
Quantity ≥ 12

Q.3. Do you use external bureaux services?

Yes No → Please go to Q.6

They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOC Datavoice
 BARIC
 CMG
 ADP/Management Dynamics
 CEST/Cambridge Comp. Service
 COMPUTEL
 IBM
 CDC
 OTHER (Specify) _____

c) Use the following bureaux for Remote Batch Services:

U.C.C.
 S.I.A.
 UC.S.L.
 IBM.
 COMPOWER
 COMPUTEL
 SCICON
 CDC
 LOWANDES-AJAX
 OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell, S.
 ADP
 COSHARE
 IBM
 .CRC
 ATKINS
 CDC
 OTHER (Specify) _____

e) Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £12,000
 ≥ £12,000 < £25,000
 ≥ £25,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing → % per annum Growth/decline
 Remote Computing → % per annum Growth/decline
 Interactive time-sharing → % per annum Growth/decline

→ delete as appropriate

Please tick those applications which your company presently uses or will use in the future:

APPLICATION	USE	WILL USE	NEVER USE
Engineering/Scientific	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Personal	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

(a) Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical and Electronic Engineering, Operations Research etc.

(b) Applications include Production control and scheduling, Quality Control, Inventory Control, 'Institutional' Engineering, Control Management Reports etc.

(c) Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Marketing Systems Planning, Management Reports etc.

(d) Applications include Manpower Management Statistics, Personnel Database, other Personnel applications.

(e) Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

(f) Applications include Financial Analysis and Planning

(g) Applications include Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Contingency Capital Investment Analysis etc.

We would appreciate your cooperation in filling in this questionnaire.

Would you like a copy of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes

No

27-29 December

Hawker Siddeley Dynamics Ltd.
Barton on the Wolds
Leicester LE12 5TT

TOP 1000 COMPANIES

A SURVEY OF THE



SOLO CHESHAM HOUSE, 150 RECENT ST., LONDON W1
TEL: 01-439 6283

MES TOP 1000 COMPANIES

Date _____
Interview No. 154271-20
Reference _____

Company Hawker Siddeley Power Engineering Ltd

Address Burton on the Trent

Leicestershire

Leics

Leics

Wigstockold 800541

Unit Name A P Hutchinson

Division Finance

Does your company have its own in-house computers?

yes

no

→ Please go to Q.3

Manufacturer Hewlett Packard

Model H_P 9870

Quantity One

Manufacturer

Model

Quantity

Manufacturer

Model

Quantity

Are any of those computers used in a time-sharing or remote batch/service mode?

yes

no

→ Please go to Q.3

Type of Terminal used

Quantity

Type of Terminal used

Quantity

Type of Terminal used

Quantity

Do you use external bureaux services?

yes

no

→ Please go to Q.6

They are used for

Batch Computing

→ see (b)

Remote Batch Computing

→ see (c)

Interactive Time-sharing

→ see (d)

We use the following bureaux for Batch Services:

BOC Datasolve

BATIC

CAG

AD Management Dynamics

GESEI Cambridge Comp. Service

COMTEL

COMPUTER

IBM

CDC

OTHER (Specify)

100%

c) We use the following bureaux for Remote Batch Services

- Centefile for _____% of the company's total outside work
- U.C.C. for _____% of the company's total outside work
- S.I.A. for _____% of the company's total outside work
- U.C.S.L. for _____% of the company's total outside work
- I.B.M. for _____% of the company's total outside work
- COMPUTER for _____% of the company's total outside work
- SOICON for _____% of the company's total outside work
- CDC for _____% of the company's total outside work
- LOWNDES-AJAX for _____% of the company's total outside work
- OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time-Sharing Services:

- Honeywell U.S. for _____% of the company's total outside work
- ADP for _____% of the company's total outside work
- COMSHARE for _____% of the company's total outside work
- IBM for _____% of the company's total outside work
- CRC for _____% of the company's total outside work
- ATKINS for _____% of the company's total outside work
- CDC for _____% of the company's total outside work
- OTHER (Specify) for _____% of the company's total outside work

e) Please check your total Annual expenditure on the above services in the following ranges:

- < £1,000
- ≥ £12,000 < £25,000
- ≥ £25,000
- ≥ £5,000 < £12,000

f) What's the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 100% par annum growth/decline } delete as appropriate
- Remote Computing _____% par annum growth/decline
- Interactive timesharing _____% p.a. growth/decline

INPUT

INPUT

SIC 36

Do you have computer installations which your company present, or will use in the future?

10-29
Burrough Transformers Ltd.
PO Box 20
Southborough, Leics.
LE11 1EN

APPLICATION USE NOW WILL USE MORE

Computer/Specific
use.

Computer Applications include Chemical Engineering, Civil Engineering, Construction, Manufacturing, Marketing, Financial, Personnel Management, Sales, Education, Market Research, Quality Control, Inventory Control, Industrial Engineering, etc.

Production/Inventory

Computer Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

Marketing/Sales

Computer Applications include: Manpower Management Statistics, Personnel Distribution, other personnel applications.

Personnel

Computer Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

General Accounting/Payroll

Financial Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Financial Analysis and
Planning

Financial Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Controlling, Capital Investment, Analysis etc.

Please you for your cooperation in filling in this questionnaire.

summary of the Data provided by companies in your category will be shortly available. May we send it to you?



CIESHAM HOUSE, 150 REGENT ST., LONDON W1
TELE: 01-439 9288

APPLICATION

USE NOW! **WILL USE MORE**

- a) Engineering/Scientific
Systems/Electron Eng/Sci. - Commissions Research etc.

Typical Applications include: Chemical/Perchemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Numerical Control, Management Reports etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Control, taxation, Social Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in Your category will be shortly available. May we send it to you?

yes no

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE WILL USE LESS

- a) Engineering/Scientific
- b) Production/Inventory

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- c) Marketing/Sales

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Databases, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Capital Investment Analyzer etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes

TELEGRAMS: 20233
TELEPHONE: 01-580 3233
TELETYPE: 01-580 3233

A SURVEY OF THE

TOP 1000 COMPANIES

TIMES TOP 1000 COMPANIES

DATA
Interview No. 136
References _____

Company MANAGEMENT SERVICES

Address 1000 HIGHWAY DR., SUITE 100, N.DAK.

Tel: 01-348-5353
Contract Name A BUSINESS COMPUTER SERVICES
Dept/Division Computer Services

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer ICL
Model Q221 IC22A IC22A IC22T
Quantity Total 111

Manufacturer IC22T IC22C IC22S
Model IC22C
Quantity 111

Manufacturer IC22C IC22S
Model IC22S
Quantity 30

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used 7003 7003
Quantity 6
Type of Terminal used 7003 7003
Quantity 6

Type of Terminal used 7003 7003
Quantity 1
Type of Terminal used 7003 7003
Quantity 1

Q.3. Do you use external bureau services?

yes no → Please go to Q.6

Batch Computing see (b)
Remote Batch Computing see (c)
Interactive Time-sharing see (d)

a) They are used for:

BOC Dataflow see (e)
 DYC/C see (f)

ADP/Management Dynamics see (g)

ICEST/Cambridge Comp Service see (h)

COMPUTER see (i)

IBM see (j)

CDC see (k)

OTHER (Specify) see (l)

c) We use the following bureaus for Remote Batch Services:

- Centreline for % of the company's total outside work
- U.C.C. for % of the company's total outside work
- S.I.A. for % of the company's total outside work
- U.C.S.L. for % of the company's total outside work
- I.B.M. for % of the company's total outside work
- COMPUTER for % of the company's total outside work
- SICON for % of the company's total outside work
- CDC for % of the company's total outside work
- LOWNDES-AJAX for % of the company's total outside work
- OTHER (Specify) for % of the company's total outside work

d) We use the following bureaus for Interactive Time Sharing Services:

- Honeywell U.S. for % of the company's total outside work
- ADP for % of the company's total outside work
- CONSHARE for % of the company's total outside work
- IBM for % of the company's total outside work
- CRC for % of the company's total outside work
- ATKINS for % of the company's total outside work
- CDC for % of the company's total outside work
- OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- < £1000 see (b)
- > £1000 < £5,000 see (c)
- > £5,000 < £12,000 see (d)
- ≥ £12,000 < £25,000 see (e)
- ≥ £25,000 see (f)

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing % per annum growth/decline
 - Remote Computing % per annum growth/decline
 - Interactive time-sharing % p.a. growth/decline
- decide as appropriate*

b) We use the following bureaus for Batch Services:

- BOC Dataflow see (b)
- DYC/C see (f)
- CMC see (g)
- ADP/Management Dynamics see (h)
- ICEST/Cambridge Comp Service see (i)
- COMPUTER see (j)
- IBM see (k)
- CDC see (l)
- OTHER (Specify) see (m)

Q.S. Finally, please check those applications which your company currently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>
--------------------	----------------	--------------------------------

a) Engineering/Scientific

Typical Applications include: Chemical, Electrical/Electronic Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production Control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysts, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes No

GEC Elliott Control Valves Ltd, 4750
Albert Works
Rochester, Kent
ME1 2XX

For the attention of the Company Secretary

A SURVEY OF THE

USES AND NEEDS FOR COMPUTER

GEORGE ELLIOTT LTD,
ALBERT WORKS,
ROCHESTER, KENT
ME1 2XX
TELE: 01-650 5220

TIMES TOP 1000 COMPANIES

GEC - ELECTRONIC SERVICES

Date _____
Interview No. 15-1
Reference _____

Company Address ROCHESTER WORKS

Address KENT ME 2BX

Tel: 0634 44400 Ext. 81

Contact Name Mrs. A.J. VAUGHN

Dept/Division MANAGEMENT SERVICES

Q.1. Does your company have its own in-house computers?

- yes no → Please go to Q. 3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

- yes no → Please go to Q. 3

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

- yes no → Please go to Q. 6

Batch Computing _____ → see (b)
Remote Batch Computing _____ → see (c)
Interactive Time-sharing _____ → see (d)

a) They are used for

BOC Datavolve _____
BASIC _____
CMG _____
ADE Management Dynamics _____
GEFST/Cambridge Comp. Service _____

COMPUTEL _____

COMPOWER _____

IBM _____

CDC _____

OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services:

- Centrifile _____
 U.C.C. _____
 S.I.A. _____
 U.C.S.L. _____
 I.B.M. _____
COMPOWER _____
COMPUTEL _____
SCICON _____
LOWDES-AJAX _____
 OTHER (Specify) _____

GEC COMPUTER CENTRE

d) We use the following bureaux for Interactive Time Sharing Services:

- Honeywell U.S. _____
 ADP _____
COMSHARE _____
IBM _____
CRC _____
ATKINS _____
CDC _____
 OTHER (Specify) _____

Q.4. Please check your total Annual expenditure on the above services in the following ranges:

- < £1000
 £1000 - £5,000
 £5,000 - £12,000
 £12,000 - £25,000
 £25,000 +

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 20% per annum growth/decline
 Remote Computing 20% per annum growth/decline
 Interactive Time-sharing 50% p.a. growth/decline

appropriate

delete as

C.6. Finally, please tick those applications which your company presently uses or will use in the future.

APPLICATION USE NOW WILL USE MORE WILL USE LESS

3) Engineering/Scientific

Production/Inventory

GEC Distribution Transformers Ltd, (9-9)
Margate Road
Bredgar, Kent, CT10 2QE
For the attention of the Company Secretary

Typical Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering,
Electrical/Electronic Engineering, Geotechnical, Geodetic, Research etc.

b) Marketing/Sales

V

A SURVEY OF THE

Typical Applications include Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering,
Logistics Services, Management reports etc.

c) Marketing/Sales

✓

A SURVEY OF THE

Typical Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems,
Network and Sales Planning, Management Reports etc.

d) Personnel

✓

A SURVEY OF THE

Typical Applications include Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

✓

A SURVEY OF THE

Typical Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and
Planning

✓

A SURVEY OF THE

Typical Applications include Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysts and Con-
sultant, Capital Investment Analysis etc.

Thank you for your co-operation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

500 CHELSEA HOUSE, 120 RECENT ST., LONDON W.1
TEL: 01-443 6228

TIMES TOP 1000 COMPANIES

Company GEC DISTRIBUTION LTD. Mr. W. Deane
 Address TRADE & BUSINESS LTD. Co. S.E.R.

Southgate Kent CT6 2QE

Tel. 0843 602121 Ext. Contact Name Mr. W. Deane

Dept/Division _____

Title: Mr. Secretary

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

Batch Computing _____
 Remote Batch Computing _____
 Interactive Time-sharing _____

a) They are used for _____

b) We use the following bureaux for Batch Services:

BOC Datavoice
 DAPIC
 CMG
 KDP Management Dynamics
 QEST/Cambridge Comp. Service
 COMPUTER
 COMPOWER
 IBM
 CDC
 OTHER(Specify) _____

INPUT

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> U.C.C.	for _____ % of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____ % of the company's total outside work
<input type="checkbox"/> UCSSL	for _____ % of the company's total outside work
<input type="checkbox"/> IBM	for _____ % of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____ % of the company's total outside work
<input type="checkbox"/> COMPUTER	for _____ % of the company's total outside work
<input type="checkbox"/> SCICON	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	for _____ % of the company's total outside work
<input type="checkbox"/> LOWNES-AJAX	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER(Specify) <input checked="" type="checkbox"/> GEC Group Services	for _____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for _____ % of the company's total outside work
<input type="checkbox"/> ADP	for _____ % of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____ % of the company's total outside work
<input type="checkbox"/> IBM	for _____ % of the company's total outside work
<input type="checkbox"/> CRC	for _____ % of the company's total outside work
<input type="checkbox"/> ATKINS	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER(Specify) <input checked="" type="checkbox"/> GEC Group Services	for _____ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000 £1000 < £15,000 £15,000 < £25,000
 > £15,000 £25,000 > £40,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing _____ % per annum growth/decline
 Remote Computing _____ % per annum growth/decline
 Interactive Time-sharing _____ % per annum growth/decline

delete as appropriate

Mr. N. Howell
Computer Mgr.
Midland Computer Ltd.
Bishopfield Staffordshire
Midland Office 0153 545 8803

Mr. N. Howell
Computer Mgr.

PD

SIC 262

Typical Applications include: Project Management, Resource Allocation, Financial Planning, etc.

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) Engineering/Scientific

Vactite Ltd. (85-9)

Linacre Road

Bootle

Merseyside, L20 6AE

For the attention of the Company Secretary

b) Production/Inventory

A SURVEY OF THE

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Ocean/Rivers Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

A SURVEY OF THE

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Freight and Ships Planning, Management Reports etc.

d) Personnel

A SURVEY OF THE

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

A SURVEY OF THE

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

A SURVEY OF THE

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

no

DATA SHEET

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W1. TEL: 01-439 6220

TIMES TOP 1000 COMPANIES

Date 20/05/09
Interview No. 2685-9
Reference _____

Company WATCTITE LTD
Address 500 TALENTS

Te: 051-922-1661
Contact Name A.G. HICKEN

Dept/Division Finances
Title FINANCIAL DIRECTOR

Q.1. Does your company have its own in-house computers?

yes no

→ Please go to Q.3

Manufacturer WATCTITE LTD
Model PC 320
Quantity One

Manufacturer WATCTITE LTD
Model PC 320
Quantity One

Manufacturer WATCTITE LTD
Model PC 320
Quantity One

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no

→ Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

yes no

→ Please go to Q.6

a) They are used for _____ → see (b)
 Batch Computing → see (c)
 Remote Batch Computing → see (d)
 Interactive Time-sharing → see (e)

b) We use the following bureaux for Batch Services:

BOCDatasolve
 BARIC
 CMG
 API/Management Dynamics
 GEIST/Cambridge Comp. Service
 COMPUTEL
 COMPOWER
 IBM
 CDC
 OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services:

Centella
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPUTER
 SCION
 CDC
 LOWNDES-AJAX
 OTHER (Specify) _____

for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify) _____

for ____% of the company's total outside work

e) Please check your total/Annual expenditure on the above services in the following ranges:

< £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £12,000
 ≥ £12,000 < £25,000
 ≥ £25,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing → % per annum growth/decline
 Remote Computing → % per annum growth/decline
 Interactive time-sharing → % p.a. growth/decline

appropriate } delete as }

Q.6. Finally, please check those applications which your company presently uses or will use in the future

APPLICATION

<input type="checkbox"/>	<u>Engineering/Scientific</u>	<input type="checkbox"/>	<u>USE NOW</u>	<input type="checkbox"/>	<u>WILL USE MORE IN FUTURE</u>	<input type="checkbox"/>	<u>WILL USE LESS IN FUTURE</u>
--------------------------	-------------------------------	--------------------------	----------------	--------------------------	--------------------------------	--------------------------	--------------------------------

a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personal Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Construction, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we write to you?

yes

no

INPUT

DCG, CHELSEA HOUSE, 120 REGENT ST., LONDON W.1
TELE: 01-459 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Associated Automation Ltd
70 Dudden Hill Lane
London NW10 1DJ

TIMES TOP 1000 COMPANIES

Date _____
Interview No. 1500-33-9
Reference _____

Company ASSOCIATED AUTOMATION LTD.
Address 70 RIVERLAND HILL, LANE,
WILLESDEN, NW10.

Tel: 01-457-5070.
Contact Name J. S. COOPER
Dept/Division _____

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer PULLMAN PS
Model A 320.
Quantity ONE

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

 They are used for _____
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOC Datasolve for _____ % of the company's total outside work
 BARIC for _____ % of the company's total outside work
 CMG for _____ % of the company's total outside work
 ADP/Management Dynamics for _____ % of the company's total outside work
 GEEST/Cambridge Comp. Service for _____ % of the company's total outside work
 COMMUTEL for _____ % of the company's total outside work
 COMPOWER for _____ % of the company's total outside work
 IBM for _____ % of the company's total outside work
 CDC for _____ % of the company's total outside work
 OTHER (Specify) CLOUDS for 100 % of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

U.C.C. for _____ % of the company's total outside work
 S.I.A. for _____ % of the company's total outside work
 UCS.L for _____ % of the company's total outside work
 LB.M. for _____ % of the company's total outside work
 COMPPOWER for _____ % of the company's total outside work
 SCICON for _____ % of the company's total outside work
 CDC for _____ % of the company's total outside work
 LOWDES-AJAX for _____ % of the company's total outside work
 OTHER (Specify) for _____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell S. for _____ % of the company's total outside work

ADP for _____ % of the company's total outside work

COMSHARE for _____ % of the company's total outside work

IBM for _____ % of the company's total outside work

CRC for _____ % of the company's total outside work

ATKINS for _____ % of the company's total outside work

CDC for _____ % of the company's total outside work

OTHER (Specify) for _____ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000 £1000 - < £25,000
 ≥ £1000 - < £5,000 ≥ £25,000
 ≥ £5,000 - < £12,000 ≥ £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing 15 % per annum Growth/decline
 Remote Computing 10 % per annum Growth/decline
 Interactive timesharing 10 % p.a. growth/decline

delete as
appropriate

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

GEC Marconi Electronics Ltd (39-9)
Marconi House
New Street
Chelmsford CM1 1PL

TIMES TOP 1000 COMPANIES

Company GEC-HAKONI ELECTRONICS

Address CIRENCESTER COMPUTER CENTRE

WEST HANNOVERFIELD ROAD

GREAT BADDEWELL, CHELMSFORD, ESSEX.

Tel: 0245-73331

Contact Name C. SKES

Dept/Division CIRCUITSKIES Computer Centre

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer	<u>IBM</u>	Manufacturer	<u>IBM</u>
Model	<u>370/158</u>	Model	<u>370/1478</u>
Quantity	<u>1</u>	Quantity	<u>1</u>

Manufacturer	<u> </u>	Manufacturer	<u> </u>
Model	<u> </u>	Model	<u> </u>
Quantity	<u> </u>	Quantity	<u> </u>

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

<input checked="" type="checkbox"/> yes <input type="checkbox"/> no → Please go to Q. 3	Type of Terminal used	<u>VDU</u>	Type of Terminal used	<u>Terminal 27/4 ASR 33</u>
	Quantity	<u>85</u>	Quantity	<u>20</u>
	Type of Terminal used	<u> </u>	Type of Terminal used	<u> </u>
	Quantity	<u> </u>	Quantity	<u> </u>

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

Batch Computing	→ see (b)
Remote Batch Computing	→ see (c)
Interactive Time-sharing	→ see (d)

a) They are used for

- b) We use the following bureaux for Batch Services:
- BOC Datasolve
 - BARIC
 - CMG
 - ADP/Management Dynamics
 - GEFS/Cambridge Comp. Service
 - COMPUTEL
 - COMPOWER
 - IBM
 - CDC
 - OTHER (Specify) _____
- c) We use the following bureaux for Remote Batch Services
- Centrefile
 - U.C.C.
 - S.I.A.
 - U.C.S.L.
 - I.B.M.
 - COMPOWER
 - COMPUTEL
 - SCICON
 - CDC
 - LOWENDS-AJAX
 - OTHER (Specify) _____
- d) We use the following bureaux for Interactive Time Sharing Services:
- Honeywell U.S.
 - ADP
 - COMSHARE
 - IBM
 - CRC
 - ATKINS
 - CDC
 - OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

delete as appropriate

①

②

③

④

⑤

⑥

⑦

⑧

⑨

⑩

INPUT

Q6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

no

INPUT

500 CHEEHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

A SURVEY OF THE

SIC 368

TIME TOP 1000 COMPANIES

Date 20/09/97
 Interview No. 15696-0
 Reference _____

Company Hot Point IT
 Address C L I T A 2 D
P E T T E R B R O W N H

Carries
0733 689189

Contact Name A. M. DAVIDS
 Dept/Division Management Services

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer Digital Equipment
 Model PDPU/60
 Quantity 2

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used PERICOM VDU
 Quantity 26
 Type of Terminal used HYPER B printer
 Quantity 9

Q.3. Do you use external bureaux services?

yes no → Please go to Q.6

a) They are used for

- Batch Computing → see (b)
- Remote Batch Computing → see (c)
- Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

- BOC Dataville
- BARIC
- CMG
- AEP/Management Dynamics
- GEEST/Cambridge Comp. Services
- COMPUTEL
- COMPOWER
- IBM
- CDC
- OTHER (Specify) G F C

c) We use the following bureaux for Remote Batch Services

- Centreline
 U.C.C.
- S.I.A.
 U.C.S.L.
- I.B.M.
 COMPOWER
- COMPUTEL
 SCICON
- CDC
 LOWNDES-AJAX
- OTHER (Specify) G F C

d) We use the following bureaux for Interactive Time Sharing Services:

- Homewell I.S.
 ADP
- COMSHARE
 IBM
- CRC
 ATKINS
- CDC
 OTHER (Specify) G F C

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
- ≥ £1000 < £5,000
- ≥ £5,000 < £12,000
- ≥ £12,000 < £25,000
- ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 5% per annum growth/decline
- Remote Computing 10% per annum growth/decline
- Interactive time-sharing 15% p.a. growth/decline

delete as

appropriate

INPUT

INP

Q 6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	--------------------------------	--------------------------------

- a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

A SURVEY OF THE

Osram (GEC) Ltd. (103-9)
PO Box 17
East Lane
Wembley, Middlesex.
HA9 7PG

For the attention of the Commercial Secretary

TIMES TOP 1000 COMPANIES

Date _____
Interview No. 103-0
Reference _____

Company CSCEC (SEC) LTD (103-9)
Address 50 Back Lane
East London

Tel: 01-2044321
Contact Name K. F. SMITH
Dept/Division SPECIALISTS IN ECIS

Q.1. Does your company have its own in-house computers? Yes

yes no → Please go to Q.3

Manufacturer IBM
Model 320-159
Quantity 16635 Units (Onsite)

Manufacturer IBM
Model 320-159
Quantity 16635 Units (Onsite)

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used Series 2000
Quantity 1000
Type of Terminal used Series 2200
Quantity 1000

Type of Terminal used Series 2200
Quantity 1000
Type of Terminal used Series 2200
Quantity 1000

Q.3. Do you use external bureaux services?

yes no → Please go to Q.6

a) They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOG Dataville
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTEL
 COMPOWER
 IBM
 CDC
 OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> Controller	for ____% of the company's total outside work
<input type="checkbox"/> U.C.C.	for ____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for ____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for ____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for ____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for ____% of the company's total outside work
<input type="checkbox"/> COMPUTER	for ____% of the company's total outside work
<input type="checkbox"/> SCICON	for ____% of the company's total outside work
<input type="checkbox"/> CDC	for ____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for ____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell S.	for ____% of the company's total outside work
<input type="checkbox"/> ADP	for ____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for ____% of the company's total outside work
<input type="checkbox"/> IBM	for ____% of the company's total outside work
<input type="checkbox"/> CRC	for ____% of the company's total outside work
<input type="checkbox"/> ATKINS	for ____% of the company's total outside work
<input type="checkbox"/> CDC	for ____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	for ____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	→	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	→	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	→	<input type="checkbox"/> > £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing ____% per annum growth/decline
 Remote Computing ____% per annum growth/decline
 Interactive time-sharing ____% p.a. growth/decline

} delete as appropriate

SIC 3601

6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Financial Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Conclusion, Capital / Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W1

TEL: 01-439 0288

INPUT

TIMES TOP 1000 COMPANIES

Date _____
 Interview No. 21-9
 Reference _____

Company Black & Decker
 Address 500 Southpoint Rd.
Black & Decker

Title D. L. Harkacek
 Contact Name D. L. Harkacek
 Dept/Division Computer

Q.1. Does your company have its own in-house computers?

Yes No → Please go to Q.3

Manufacturer <u>DEC</u>	Model <u>1923</u>	Quantity <u>1</u>
Manufacturer _____	Model _____	Quantity _____

Manufacturer _____	Model _____	Quantity _____
Manufacturer _____	Model _____	Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

Type of Terminal used _____	Type of Terminal used _____	Quantity _____
Type of Terminal used _____	Type of Terminal used _____	Quantity _____
Type of Terminal used _____	Type of Terminal used _____	Quantity _____

Q.3. Do you use external bureaux services?

Yes No → Please go to Q.6

Batch Computing _____	→ see (b)
Remote Batch Computing _____	→ see (c)
Interactive Time-sharing _____	→ see (d)

a) They are used for:

BOC Datavise	for ____ % of the company's total outside work
BARIC	for ____ % of the company's total outside work
CMG	for ____ % of the company's total outside work
ADP/Management Dynamics	for ____ % of the company's total outside work
GEST/Cambridge Comp. Service	for ____ % of the company's total outside work
COMPUTEL	for ____ % of the company's total outside work
- IBM	for ____ % of the company's total outside work
CDC	for ____ % of the company's total outside work
OTHER (Specify) _____	for ____ % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile	for ____ % of the company's total outside work
U.C.C.	for ____ % of the company's total outside work
S.I.A.	for ____ % of the company's total outside work
U.C.S.L.	for ____ % of the company's total outside work
I.B.M.	for ____ % of the company's total outside work
COMPOWER	for ____ % of the company's total outside work
COMPUTEL	for ____ % of the company's total outside work
SCICON	for ____ % of the company's total outside work
CDC	for ____ % of the company's total outside work
LOWINES-AJAX	for ____ % of the company's total outside work
OTHER (Specify) _____	for ____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.	for ____ % of the company's total outside work
ADP	for ____ % of the company's total outside work
COMSHARE	for ____ % of the company's total outside work
IBM	for ____ % of the company's total outside work
CRC	for ____ % of the company's total outside work
ATKINS	for ____ % of the company's total outside work
CDC	for ____ % of the company's total outside work
OTHER (Specify) _____	for ____ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000	<input type="checkbox"/>	≥ £12,000 < £25,000	<input type="checkbox"/>
£1000 - £5,000	<input type="checkbox"/>	≥ £25,000	<input type="checkbox"/>
£5,000 - £12,000	<input type="checkbox"/>		

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing ____ % per annum growth/decline
 Remote Computing ____ % per annum growth/decline
 Interactive timesharing ____ % p.a. growth/decline

delete as appropriate

INPUT

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes No

SIC 381

Hegel
Mr. A. P. Hegel
Corp. Planning
British Leyland
Leyland House
17½ Marylebone Road
London NW1 5AA

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESSHAM HOUSE, 180 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company BRITISH AIRWAYS
Address 174 MARSHALL STREET, LONDON NW1 5AT

Tel: 01-436-6600
Contact Name M.R. A. HEGE
Dept/Division Corporate Planning & Systems

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer <u>I.B.M.</u>	Model <u>115, 135, 145, 168, 175, 353,</u>	Quantity _____
Manufacturer <u>DEC</u>	Model <u>D911</u>	Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used <u>ITT</u>	Type of Terminal used <u>DEC</u>
Quantity _____	Quantity _____

Type of Terminal used <u>DATAPAC</u>	Type of Terminal used <u>DEC</u>
Quantity _____	Quantity _____

Q.3. Do you use external bureaux services?

yes no → Please go to Q.8

Batch Computing	→ see (b)
Remote Batch Computing	→ see (c)
<input checked="" type="checkbox"/> Interactive Time-sharing	→ see (d)

a) They are used for

- BOC Datavice
- BARIC
- CMG
- ADP/Management Dynamics
- GEEST/Cambridge Comp. Service
- COMPUTEL
- COMPOWER
- IBM
- CDC
- OTHER (Specify) _____

INPUT

c) We use the following bureaux for Remote Batch Services

- Centrefile for ____% of the company's total outside work
- U.C.C. for ____% of the company's total outside work
- S.I.A. for ____% of the company's total outside work
- U.C.S.L. for ____% of the company's total outside work
- I.B.M. for 20% of the company's total outside work
- COMPUTEL for ____% of the company's total outside work
- SCICON for ____% of the company's total outside work
- CDC for ____% of the company's total outside work
- OWNDES-AJAX for ____% of the company's total outside work
- OTHER (Specify) for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

- Honeywell I.S. for ____% of the company's total outside work
- ADP for ____% of the company's total outside work
- COMSHARE for ____% of the company's total outside work
- IBM for 40% of the company's total outside work
- CRC for ____% of the company's total outside work
- ATKINS for ____% of the company's total outside work
- CDC for ____% of the company's total outside work
- OTHER (Specify) for ____% of the company's total outside work
- Syntex AFL for 60% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
- £1000 - £5000
- £5000 - £12,000
- £12,000 - £25,000
- £25,000 +

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 20% per annum growth/decline
- Remote Computing 15% per annum growth/decline
- Interactive Timesharing 10% p.a. growth/decline

delete as appropriate

b) We use the following bureaux for Batch Services:

- BOC Datavice for ____% of the company's total outside work
- BARIC for ____% of the company's total outside work
- CMG for ____% of the company's total outside work
- ADP/Management Dynamics for ____% of the company's total outside work
- GEEST/Cambridge Comp. Service for ____% of the company's total outside work
- COMPUTEL for ____% of the company's total outside work
- COMPOWER for ____% of the company's total outside work
- IBM for 20% of the company's total outside work
- CDC for ____% of the company's total outside work
- OTHER (Specify) for 50% of the company's total outside work

INP

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	--------------------------------	--------------------------------

a) Engineering/Scientific

Mr. M. Brown
DP Manager
Lucas Industries
Gt. King Street
Birmingham, B19 2XF

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHEESEHAM HOUSE, 150 REGENT ST., LONDON W1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company L. U. C. S. ELECTRICAL LTD

Address 5, REFT KINGS ST

BIRMINGHAM 19

Tel: 021-554-5252 X 130

Contact Name M.R. BROWN

Dept/Division DATA PROCESSORS

Title DP MANAGER

Please go to Q. 3

yes no → Please go to Q. 3

Manufacturer _____

Model _____

Quantity _____

Manufacturer _____

Model _____

Quantity _____

Manufacturer _____

Model _____

Quantity _____

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Type of Terminal used _____

Quantity _____

Type of Terminal used _____

Quantity _____

Type of Terminal used _____

Quantity _____

yes no → Please go to Q. 3

Type of Terminal used _____

Quantity _____

INPUT

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used _____

Quantity _____

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

Batch Computing _____

Remote Batch Computing _____

Interactive Time-sharing _____

see (b) →
see (c) →
see (d)

Batch Computing _____

Remote Batch Computing _____

Interactive Time-sharing _____

see (b) →
see (c) →
see (d)

a) They are used for

BOC Datawave

BARIC

CMG

ADP/Management Dynamics

GEEST/Cambridge Comp. Service

COMPUTER

COMPOWER

IBM

CDC

OTHER (Specify)

b) We use the following bureaux for Batch Services:

BOA

BSC

S.I.A.

U.C.S.L.

I.B.M.

COMPPOWER

COMPUTEL

SCICON

LOWNDES-AJAX

OTHER (Specify)

c) We use the following bureaux for Remote Batch Services:

Centefile

U.C.C.

S.I.A.

I.B.M.

COMPPOWER

COMPUTEL

SCICON

CDC

LOWNDES-AJAX
OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

ADP

COMSHARE

IBM

CRC

ATKINS

CC

OTHER (Specify)

e) Please check your total Annual expenditures on the above services in the following ranges:

< £1000

£1000 - £5,000

£5,000 - £12,000

£12,000 - £25,000

≥ £25,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

• Batch Computing —% per annum growth/decline

• Remote Computing —% per annum growth/decline

• Interactive timesharing —% p.a. growth/decline

appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	-------------------------	-------------------------

a) Engineering/Scientific

Production/Inventory

Marketing/Sales

c) Personnel

General Accounting/Payroll

e) Financial Analysis and Planning

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory
- d) Marketing/Sales
- f) Financial Analysis and Planning

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

TIMES TOP 1000 COMPANIES

A SURVEY OF THE

Mr. M. E. W. Smith
Computer Operations Manager
Metal Box Co. Ltd.
Woodside
Perry Wood Walk
Worcester

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes No

INPUT

500 CHESTHAM HOUSE, 180 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date _____
Interview No. 145
Reference _____

Company: METAL BOX LTD
Address: WOODS DE WALK,
PERRYWOOD WALK,
WORCESTER, WR1 2ZB

Tel: 0522 222 222
Contact Name M.L. M.E.U. Smith
Dept/Division Computer Services

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer ICL
Model 1904 Series
Quantity 1

Manufacturer ICL
Model 1903T
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used 1904 Series
Quantity 1

Type of Terminal used 1903T
Quantity 1

Q.3. Do you use external bureau services?

yes no → Please go to Q. 6

Batch Computing _____
Remote Batch Computing _____
Interactive Time-sharing _____

see (b) → _____
see (c) → _____
see (d) → _____

b) We use the following bureaux for Batch Services:

BOC Dataserve
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTE
 COMPOWER
 IBM
 CDC
 OTHER (Specify)

c) We use the following bureaux for Remote Batch Services:

Centrafile
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPPOWER
 COMPUTER
 SCICON
 CDC
 LOWNDES-AJAX
 OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
 ADP
 CONS-HARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify)

e) Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 £1000 - < £5,000
 £5,000 - < £12,000
 £12,000 - < £25,000
 ≥ £25,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing ____ % per annum growth/decline
 Remote Computing ____ % per annum growth/decline
 Interactive Time-sharing ____ % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW <u>IN FUTURE</u>	WILL USE MORE <u>IN FUTURE</u>	WILL USE LESS <u>IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Soltion, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes

No

INPUT

500 CHESHAM HOUSE, 160 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date Interview No. 139
Reference

Company BSC Financial Ltd
Address Sunningdale Park
Beeston

Tel: 0533 - 871355

Contact Name L. P. Jones

Dept/Division Computer Service

Title Director of Computing Services

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer	<u>IBM</u>	Manufacturer	<u></u>
Model	<u>370/45 135 138</u>	Model	<u></u>
Quantity	<u>1</u>	Quantity	<u>1</u>
Manufacturer	<u></u>	Manufacturer	<u></u>
Model	<u></u>	Model	<u></u>
Quantity	<u></u>	Quantity	<u></u>

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

<input checked="" type="checkbox"/> yes <input type="checkbox"/> no → Please go to Q. 3	Type of Terminal used	<u>IBM 3270</u>	Type of Terminal used	<u>Dataspeed M10</u>
	Quantity	<u>20</u>	Quantity	<u>6</u>
	Type of Terminal used	<u>Singus 1501</u>	Type of Terminal used	<u></u>
	Quantity	<u>8</u>	Quantity	<u></u>

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

a) They are used for

Batch Computing	→ see (b)
Remote Batch Computing	→ see (c)
Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BDC Dataspeed	for <u> %</u> of the company's total outside work
<input type="checkbox"/> BARIC	for <u> %</u> of the company's total outside work
<input type="checkbox"/> CMG	for <u> %</u> of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for <u> %</u> of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for <u> %</u> of the company's total outside work
<input type="checkbox"/> COMPUTER	for <u> %</u> of the company's total outside work
<input type="checkbox"/> COMPOWER	for <u> %</u> of the company's total outside work
<input type="checkbox"/> IBM	for <u> %</u> of the company's total outside work
<input type="checkbox"/> CDC	for <u> %</u> of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> %</u> of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
U.C.C.	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
S.I.A.	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
U.C.S.L.	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
I.B.M.	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
COMPOWER	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
COMPUTEL	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
SCICON	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
CDC	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
LOWNDES-AJAX	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
OTHER (Specify)	<input type="checkbox"/>	for <u> %</u> of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
ADP	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
COMSHARE	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
IBM	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
CRC	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
ATKINS	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
CDC	<input type="checkbox"/>	for <u> %</u> of the company's total outside work
OTHER (Specify)	<input type="checkbox"/>	for <u> %</u> of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000	<input type="checkbox"/>	≥ £12,000 < £25,000
£1000 - £5,000	<input type="checkbox"/>	≥ £25,000
£5,000 - £12,000	<input type="checkbox"/>	≥ £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing % per annum growth/decline
- Remote Computing % per annum growth/decline
- Interactive timesharing % per annum growth/decline

} delete as appropriate

SIC 500

Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Critical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Critical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

TIMES TOP 1000 COMPANIES

A SURVEY OF THE

Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
-----------------	--------------------------	--------------------------	--------------------------

Critical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Financial Control, Management Reports etc.

Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
-----------	--------------------------	--------------------------	--------------------------

Critical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----------------------------	--------------------------	--------------------------	--------------------------

Critical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------	--------------------------	--------------------------	--------------------------

Critical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Correlation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESTER HOUSE, 150 REGENT ST., LONDON W1

TEL: 01-439 6288

YES TOP 1000 COMPANIES

Date _____ Interview No. 10455-20
Reference _____

any Kent Plant Hire Co Ltd.
ss Civils Work Estat
Highfield Ecotek TN23 TDU

Title _____

Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Do you use external bureau services?

yes no → Please go to Q. 6

They are used for
→ see (b) → see (c) → see (d)
Batch Computing _____
Remote Batch Computing _____
Interactive Time-sharing _____

You use the following bureaux for Batch Services:

BOG Dataserve
 BARC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
COMPUTER
 COMPWER
 IBM
 CDC
 OTHER (Specify)

c) We use the following bureaux for Remote Batch Services

Centrefile
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
COMPOWER
COMPUTER
 SCICON
 CDC
LOWNDES-AJAX
OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
 ADP
COMSHARE
 IBM
 CRC
ATKINS
 CDC
 OTHER (Specify)

e) Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £12,000
 ≥ £12,000 < £25,000
 ≥ £25,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing ____% per annum growth/decline
 Remote Computing ____% per annum growth/decline
 Interactive timesharing ____% p.a. growth/decline
 { delete as appropriate }

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
e) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) General Accounting/Payroll

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes No

TIMES TOP 1000 COMPANIES

A SURVEY OF THE

Mr. J. A. Austin
Operations Manager
C.I. Bowring & Co.
The Bowring Building
Tower Place
London EC3P 2BE

500 CHESSHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Company C.T. BOWRING COMPUTER SERVICES LTD

Address THE BOARDING SCHOOL,
TOWER PLACE, LONDON EC3

Tel: 263-3100

Contact Name H. J. EASDEN
Dept/Division OPERATIONS

Q.1. Does your company have its own in-house computers?

- yes no → Please go to Q. 3

Manufacturer HONEYWELL
Model 2050
Quantity 1

Manufacturer IBM
Model 370148
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

- yes no → Please go to Q. 3

Type of Terminal used 16M 3277
Quantity 60
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

- yes no → Please go to Q. 6

a) They are used for
→ see (b)
→ see (c)
→ see (d)

b) We use the following bureaux for Batch Services:

- BCC Datavive
- BARIC
- CMG
- ADP/Management Dynamics
- GEEST/Cambridge Comp. Service
- COMPUTEL
- COMPOWER
- IBM
- CDC
- OTHER (Specify) _____

Date DATA 130
Interview No. 130
Reference _____

c) We use the following bureaux for Remote Batch Services

- Centefile for ____% of the company's total outside work
- U.C.C. for ____% of the company's total outside work
- S.I.A. for ____% of the company's total outside work
- U.C.S.L. for ____% of the company's total outside work
- I.B.M. for ____% of the company's total outside work
- COMPOWER for ____% of the company's total outside work
- COMPUTER for ____% of the company's total outside work
- SCICON for ____% of the company's total outside work
- CDC for ____% of the company's total outside work
- LOWDES-AJAX for ____% of the company's total outside work
- OTHER (Specify) for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

- Honeywell U.S. for ____% of the company's total outside work
- ADP for ____% of the company's total outside work
- CONSHARE for ____% of the company's total outside work
- IBM for ____% of the company's total outside work
- CRC for ____% of the company's total outside work
- ATKINS for ____% of the company's total outside work
- CDC for ____% of the company's total outside work
- OTHER (Specify) for ____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
- > £1000 < £5,000
- > £5,000 < £12,000
- ≥ £12,000 < £25,000
- ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing — % per annum growth/decline
- Remote Computing — % per annum growth/decline
- Interactive time-sharing — % p.a. growth/decline

appropriate

delete as

INPUT

INPU

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

c) Marketing/Sales

d) Personnel

e) General Accounting/Payroll

f) Financial Analysis and Planning

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Numerical Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Control, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

Yes No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESTER HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

SIC 82)

6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
<input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

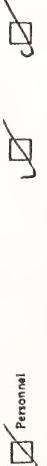
Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.



Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.



Typical Applications include: Payroll, Transaction and Customer Accounts, Costing etc.



Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Confirmation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire. May we send it to you? Yes No

INPUT
500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date _____
 Interview No. 123
 Reference _____

Company Blocks and Services Ltd.
 Address Gibraltar Street House

272 Grosvenorbury Ave.
Chinwicks L1, 4.

Tel: 01 - 994 - 3636
 Contact Name T. E. Fletcher

Dept/Division Computer Services

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer I.T.C.L.
 Model I.Q.C4.S
 Quantity 1

Q.2. Are any of those computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used I.T.C.L. 750.2
 Quantity 16

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

They are used for _____ → see (b)
 Batch Computing _____ → see (c)
 Remote Batch Computing _____ → see (d)
 Interactive Time-sharing _____

b) We use the following bureaux for Batch Services:

- BOC Dataserve
- BARIC
- CMG
- ADP/Management Dynamics
- GEEST/Cambridge Comp. Service
- COMPUTEL
- COMPOWER
- IBM
- CDC
- OTHER (Specify) _____

c) We use the following bureaux for Interactive Time Sharing Services:

- Centefile for ____% of the company's total outside work
- U.C.C. for ____% of the company's total outside work
- S.I.A. for ____% of the company's total outside work
- U.C.S.L. for ____% of the company's total outside work
- I.B.M. for ____% of the company's total outside work
- COMPOWER for ____% of the company's total outside work
- COMPUTER for ____% of the company's total outside work
- SCICON for ____% of the company's total outside work
- CDC for ____% of the company's total outside work
- LOW/NDES-AJAX for ____% of the company's total outside work
- OTHER (Specify) for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

- Honeywell I.S. for ____% of the company's total outside work
- ADP for ____% of the company's total outside work
- COMSHARE for ____% of the company's total outside work
- IBM for ____% of the company's total outside work
- CRC for ____% of the company's total outside work
- ATKINS for ____% of the company's total outside work
- CDC for ____% of the company's total outside work
- OTHER (Specify) for ____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- < £1000 ≥ £12,000 < £25,000
- ≥ £1000 < £5,000 ≥ £25,000
- ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing ____% per annum growth/decline
- Remote Computing ____% per annum growth/decline
- Interactive Time-sharing ____% p.a. growth/decline

} delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d) <input type="checkbox"/> Personal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical//Petrochemical Engineering, Civil//Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. Parkhouse
Computer Services Manager
Boots Co.
1 Thanet Road West
Nottingham, NG2 3AA

INPUT

500 CHEEHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-459 6288

TIMES TOP 1000 COMPANIES

Company THE BOOTS CO LTD
Address NOTTINGHAM NG2 3HT

Tel: 0602 - 5611
Contact Name DEPT PARKHOUSE
Dept/Division COMPUTER

Title Computer Ops Mng.

Q.1. Does your company have its own in-house computers?



→ Please go to Q. 3

Manufacturer T.BY
Model 370 / 145
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?



→ Please go to Q. 3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?



→ Please go to Q. 6

They are used for _____
Batch Computing _____ → see (b)
Remote Batch Computing _____ → see (c)
Interactive Time-sharing _____ → see (d)

b) We use the following bureaux for Batch Services:

BOC Dataflow
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTE
 COMPWER
 IBM
 CDC
 OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services:

Centrefile
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPUTER
 SCICON
 CDC
 LOWNDES-AJAX
 OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £12,000
 ≥ £12,000 < £25,000
 ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing ____ % per annum growth/decline
 Remote Computing ____ % per annum growth/decline
 Interactive time-sharing ____ % p.a. growth/decline
} delete as appropriate

Q. 6. Firstly, please check those applications which your company currently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
a) Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b) Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c) Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e) General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
f) Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

yes no

TIMES TOP 1000 COMPANIES

Company S & W BERISFORD LTD
 Address 50 MARSH LANE
LONDON EC 3

Tel: 01-488-3211

Contact Name V. P HUNT
 Dept/Division COMPUTER

Q1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer N.C.R.
 Model C/INTERON 8350
 Quantity 1

Manufacturer COMPUTER AUTOMATION
 Model SYFA
 Quantity 1

Manufacturer SYFA
 Model 1
 Quantity 1

Q2. Are any of these computers used in time-sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q3. Do you use external bureaux services?

yes no → Please go to Q.6

Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

a) They are used for

- BOC DataSolve
- BARIC
- CMG
- ADP/Management Dynamics
- GEEST/Cambridge Comp. Service
- COMPUTER PAYROLL
- IBM
- CDC
- OTHER (Specify) LOWRIES-AJAX

an IBM user has the following distribution for External Batch Services

<input type="checkbox"/> U.C.C.	<input type="checkbox"/> S.I.A.	<input type="checkbox"/> U.C.S.L.	<input type="checkbox"/> I.B.M.
<input type="checkbox"/> COMPPOWER	<input type="checkbox"/> COMPUTEL	<input type="checkbox"/> SCICON	<input type="checkbox"/> CDC
<input type="checkbox"/> LOWRIES-AJAX	<input type="checkbox"/> OTHER (Specify)		

Q1. We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	<input type="checkbox"/> ADP	<input type="checkbox"/> COMSHARE	<input type="checkbox"/> IBM
<input type="checkbox"/> CRC	<input type="checkbox"/> ATKINS	<input type="checkbox"/> CDC	<input type="checkbox"/> OTHER (Specify)

- Q2. Please check your total Annual expenditures on the above services in the following ranges:
- < £1000
 - £1000 < £5,000
 - £5,000 < £12,000
 - £12,000 < £25,000
 - £25,000

Q3. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 50 % per annum growth/decline
 - Remote Computing — % per annum growth/decline
 - Interactive timesharing — % per annum growth/decline
- deletes
appropriate

b) We use the following bureaux for Batch Services:

- BOC DataSolve
- BARIC
- CMG
- ADP/Management Dynamics
- GEEST/Cambridge Comp. Service
- COMPUTER PAYROLL
- IBM
- CDC
- OTHER (Specify) LOWRIES-AJAX

INPUT

TIME ON SMALL MIDLANDS END USER MACHINE

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
Engineering/Scientific	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHELSEA HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIME'S TOP 1000 COMPANIES

Interview No. 150
Reference _____

Company CONSULTANT GOLD FIELDS
Address 15 Moorgate
London EC2R 6BA

Tel: _____
Contact name M.C. Collins
Dept/Division _____

Q.1. Does your company have its own in-house computers?

yes → Please go to Q.3
 no → Please go to Q.3
(but we're looking at new computers)

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of those computers used in a time-sharing or remote batch/service mode?

yes → Please go to Q.3
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

yes → Please go to Q.6
 no → Please go to Q.6

They are used for

Batch Computing _____ → see (b)
Remote Batch Computing _____ → see (c)
Interactive Time-sharing _____ → see (d)

b) We use the following bureaux for Batch Services:

BOC Dataserve
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTEL
 COMPOWER
 IBM
 CDC
 OTHER(Specify) _____

c) We use the following bureaux for remote batch services:

Controlfile
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPOWER
 COMPUTEL
 SCICON
 CDC
 LOWNDES-AJAX
 OTHER(Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER(Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 > £1000 < £5,000
 > £5,000 < £12,000
 > £12,000 < £25,000
 > £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing 0 % per annum growth/decline
 Remote Computing 0 % per annum growth/decline
 Interactive Time-sharing — % p.a. growth/decline

delete as appropriate

S E C T I O N B : T I M E S 5 1 - 2 0 0
S O R T E D B Y U . K . S I C C O D E

SECTION B: TIMES 51-200
SORTED BY U.K. SIC CODE

Q.S. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) <input checked="" type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d) <input checked="" type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Electronic/Electrical Engineering, Operations Research etc.

Mr. R. Fabb
Operations Controller
Ultramar Cor. Grande
1-2 Broad Street Place
London EC2M 7EP

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Dear Sir,

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

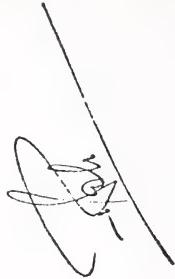
Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Capital Investment Analysis etc.

Thank you for your participation in filling in this questionnaire.

A summary of this has been highlighted by underlined in your voluntary will be kindly available may we send it to you!

Kindly sign below



Mr. R. Fabb
Operations Controller
Ultramar Cor. Grande
1-2 Broad Street Place
London EC2M 7EP

Q.6. Firstly, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHESTER HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date	1 April '75
Interview No.	I-172
Reference	

Company H. J. HEINZ COMPANY LTD.
 Address HAZELLS PARK
HOLYFIELD
MAIDENHEAD
BERKSHIRE

Tel: 01-573-7757
 Contact Name J. M. HAZLITT/CE
 Dept/Division MANAGEMENT SERVICES

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer DEC
 Model 4-72
 Quantity 1

Manufacturer MITSUBISHI
 Model 1
 Quantity 1

Manufacturer MITSUBISHI
 Model 1
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3
 Type of Terminal used TELETYPE
 Quantity 1

Type of Terminal used TELETYPE
 Quantity 3 → 7
 Type of Terminal used TELETYPE
 Quantity 3 → 7

Q.3. Do you use external bureau services?

yes no → Please go to Q.6
 a) They are used for:
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

- BOC Datavoice
 - BARIC
 - CMG
 - ADP/Management Dynamics
 - COMPUTER
 - GEEST/Cambridge Comp. Service
 - COMPPOWER
 - IBM
 - CDC
 - OTHER (Specify) LOWNES-AJAX
- c) We use the following bureaux for Remote Batch Services:
- Comfile
 - U.C.C.
 - S.I.A.
 - U.C.S.L.
 - I.B.M.
 - COMPOWER
 - COMPUTER
 - SCICON
 - CDC
 - LOWNES-AJAX
 - OTHER (Specify)
- d) We use the following bureaux for Interactive Time Sharing Services:
- Honeywell I.S.
 - ADP
 - OMISHARE
 - IBM
 - CRC
 - ATKINS
 - CDC
 - OTHER (Specify) LOWNES-AJAX
- e) Please check your total Annual expenditures on the above services in the following ranges:
- < £1000
 - ≥ £12,000 < £25,000
 - > £1000 < £5,000
 - ≥ £25,000
 - > £5,000 < £12,000
- f) What is the growth pattern that you foresee in the usage of each service category by your company?
- Batch Computing 0 % per annum growth/decline
 - Remote Computing 0 % per annum growth/decline
 - Interactive Time-sharing 10 % p.a. growth/decline
- g) delete as appropriate

Q. 6. Finally, please check those applications which your company presently uses or will use in the future

APPLICATION

USE NOW WILL USE MORE IN FUTURE

3) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

4) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

5) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

6) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

7) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

8) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W1

TEL: 01-439 6288

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

- a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analyst and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

New Application Business for Payment Services

TIMES TOP 1000 COMPANIES

Date _____
Interview No. 115
Reference _____

Company ASSOCIATED SERVICES LTD.
Address KIRKSTALL ROAD
LEEDS LS2 1TE

Tel: 442051
Contact Name A. R. PARSONS
Dept/Division D.P.

Q.1. Does your company have its own in-house computers?
 yes no → Please go to Q. 3

Manufacturer HONEYWELL
Model 66140
Quantity 2

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

no → Please go to Q. 3
Type of Terminal used TIME-SHARING Type of Terminal used _____
Quantity 24+

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureau services?

yes no → Please go to Q. 6
They are used for _____

Batch Computing _____
 Remote Batch Computing _____
 Interactive Time-sharing _____

→ see (c)

→ see (d)

a) They are used for _____

Batch Computing _____
Remote Batch Computing _____
Interactive Time-sharing _____

→ see (b)

b) We use the following bureaux for Batch Services:

BOC Dataserve
 BARIC
 CMG
 ADP Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTEL
 COMPOWER
 IBM
 CDC
 OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services

for ____% of the company's total outside work
for ____% of the company's total outside work

for Honeywell U.S.

for ADP

for COMSHARE

for IBM

for CRC

for ATKINS

for CDC

for OTHER (Specify) _____

for U.C.C.

for S.I.A.

for U.C.S.L.

for I.B.M.

for COMPOWER

for COMPUTEL

for SCICON

for LOYNDES-AJAX

d) We use the following bureaux for Interactive Time-Sharing Services

for Honeywell U.S.
for ADP
for COMSHARE
for IBM
for CRC
for ATKINS
for CDC
for OTHER (Specify) _____

for Honeywell U.S.

for ADP

for COMSHARE

for IBM

for CRC

for ATKINS

for CDC

for OTHER (Specify) _____

e) Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 > £1000 < £5,000
 > £5,000 < £12,000
 ≥ £12,000 < £25,000
 ≥ £25,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing ____% per annum growth/decline
- Remote Computing ____% per annum growth/decline
- Interactive time-sharing ____% p.a. growth/decline

delete as appropriate

INPUT

INP

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

- a) Engineering/Scientific
- b) Production/Inventory

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Numerical Control, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications, Market and Sales Planning, Management Reports etc.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes No

INPUT

500 CHESTER HOUSE, 150 REGENT ST., LONDON W1
TELE: 04-439 6208

TIMES TOP 1000 COMPANIES

Date 20/01/04
 Interview No. 7164
 Reference _____

Company British Telecom Co. Ltd
 Address 115 Euston Road, London, C.R.T.Y.

Tel: 0103 23421

Contact Name D.A. ALLAN
 Dept/Division Computer Services

Title Computer Services Manager

Q.1. Does your company have its own in-house computers?

yes

→ Please go to Q.3

Manufacturer	<u>EXAS INSTRUMENTS</u>	Model	<u>950/10</u>
Quantity	<u>1</u>	Manufacturer	<u></u>
Manufacturer	<u></u>	Model	<u></u>
Model	<u></u>	Quantity	<u></u>
Quantity	<u></u>	Manufacturer	<u></u>

→ Please Go to Q.3

Type of Terminal used	<u></u>	Type of Terminalized	<u></u>
Quantity	<u></u>	Quantity	<u></u>
Type of Terminal used	<u></u>	Type of Terminal used	<u></u>
Quantity	<u></u>	Quantity	<u></u>

→ Please Go to Q.3

Type of Terminal used	<u></u>	Type of Terminalized	<u></u>
Quantity	<u></u>	Quantity	<u></u>
Type of Terminal used	<u></u>	Type of Terminal used	<u></u>
Quantity	<u></u>	Quantity	<u></u>

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

no → Please Go to Q.3

Type of Terminal used	<u></u>	Type of Terminalized	<u></u>
Quantity	<u></u>	Quantity	<u></u>
Type of Terminal used	<u></u>	Type of Terminal used	<u></u>
Quantity	<u></u>	Quantity	<u></u>

Q.3. Do you use external bureaux services?

Yes → Please Go to Q.6

a) They are used for

- Batch Computing → see (b)
- Remote Batch Computing → see (c)
- Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

- BOC Datavoice
- BARIC
- CMG
- API/Management Dynamics
- GEEST/Cambridge Comp. Service
- COMPUTER
- COMPOWER
- IBM
- CCC
- OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services

- U.C.C. for ____% of the company's total outside work
- S.I.A. for ____% of the company's total outside work
- U.C.S.L. for ____% of the company's total outside work
- I.B.M. for ____% of the company's total outside work
- COMPUTEL for ____% of the company's total outside work
- SCICON for ____% of the company's total outside work
- CDC for ____% of the company's total outside work
- LOWNDES-AJAX for ____% of the company's total outside work
- OTHER (Specify) _____ for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

- Honeywell I.S. for ____% of the company's total outside work
- ADP for ____% of the company's total outside work
- COMSHARE for ____% of the company's total outside work
- IBM for ____% of the company's total outside work
- CRC for ____% of the company's total outside work
- ATKINS for ____% of the company's total outside work
- CDC for ____% of the company's total outside work
- OTHER (Specify) _____ for ____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
- ≥ £1000 < £5,000
- ≥ £5,000 < £12,000
- ≥ £12,000 < £25,000
- ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 10% per annum growth/decline
- Remote Computing 5% per annum growth/decline
- Interactive Time-sharing -5% per annum growth/decline

} delete as appropriate

Finally, please check those applications which your company presently uses or will use in the future.

5(1) - 21+

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	------------------------------------	------------------------------------

- Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Geotechnical Research, etc.

- Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering.

- WANTAD

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems.

- 1

- 1

- Financial Analysis

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control.

A summary of the Data provided by companies in Your category will be shortly available. May we send it to you?

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. J. Mullins
Data Processing Manager
Rowntree Mackintosh
Haxby Road
York. Yorks.

INPUT

TIMES TOP 1000 COMPANIES

Company BOUNCE BACK TO SH L.
Address 14334 Road
To One

Tel: 0104 53-21

Contact Name S. C. Naseem

Dept/Division Batch Processing

Q.1. Does your company have its own in-house computers?

yes

no → Please goto Q. 3

Manufacturer	<u>IBM</u>
Model	<u>32/ISS</u>
Quantity	<u>1</u>

Manufacturer	<u></u>
Model	<u></u>
Quantity	<u></u>

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes

no → Please goto Q. 3

Type of Terminal used	<u>Q1000T1 DE 523</u>
Quantity	<u>20</u>
Type of Terminal used	<u></u>
Quantity	<u></u>

Q.3. Do you use external bureaux services?

yes

no → Please goto Q. 6

a) They are used for

→ see (b)
→ see (c)
→ see (d)

Batch Computing →
Remote Batch Computing →
Interactive Time-sharing →

b) We use the following bureaux for Batch Services:

- BOC Datasole
- BARIC
- CMG
- ADP/Management Dynamics
- GEEST/Cambridge Comp. Service
- COMPUTER
- COMPOWER
- IBM
- CDC
- OTHER (Specify)

c) We use the following bureaux for Remote Batch Services

- Comfile
- U.C.C.
- S.I.A.
- U.C.S.L.
- I.B.M.
- COMPUTER
- SCHON
- COC
- LOW/NDES/AJAX
- OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

- Honeywell U.S.
- ADP
- COMSHARE
- IBM
- CRC
- ATKINS
- COC
- OTHER (Specify)

e) Please check your total Annual expenditures on the above services in the following ranges:

< £1000

≥ £1000 < £5,000

≥ £5,000 < £12,000

≥ £12,000 < £25,000

≥ £25,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing → % per annum growth/decline
- Remote Computing → % per annum growth/decline
- Interactive timesharing → % p.a. growth/decline

g) Appropriate

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE/NONE IN FUTURE</u>	<u>WILL USE/LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Material Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHELSEA HOUSE, 150 REGENT ST., LONDON W.1
TEL: 0-439 6283

or use the following bureaux for Remote Batch Services

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHELSEA HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6253

INPUT

TIMES TOP 1000 COMPANIES

Date 19
Interview No. 164
Reference _____

Company B2B2C2E Board Oxo Ltd.
Address B2B2C2E House
B2B2C2E Street
Waterton Grange, K1A 2R1

Tel: 204-572-28377
Contact Name Jean M. Everett
Dept/Division Information Services

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer	<u>IBM</u>	Model	<u>370/123</u>
Quantity	<u>2</u>	Quantity	_____

Manufacturer	<u>IBM</u>	Model	<u>370/125</u>
Quantity	<u>2</u>	Quantity	_____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used	<u>3777</u>	Type of Terminal used	<u>3770 Series</u>
Quantity	<u>2</u>	Quantity	<u>2</u>

Type of Terminal used	<u>3741/3742</u>	Type of Terminal used	_____
Quantity	<u>2</u>	Quantity	_____

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

a) They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Paravane	<input type="checkbox"/> BARIC	<input type="checkbox"/> CMG	<input type="checkbox"/> ADP Management Dynamics	<input type="checkbox"/> GEEST/Cambridge Comp. Service
<input type="checkbox"/> COMPUTEL	<input type="checkbox"/> COMPOWER	<input type="checkbox"/> IBM	<input type="checkbox"/> CDC	<input type="checkbox"/> OTHER (Specify)

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> % of the company's total outside work	<input type="checkbox"/> % of the company's total outside work
<input type="checkbox"/> % of the company's total outside work	<input type="checkbox"/> % of the company's total outside work
<input type="checkbox"/> % of the company's total outside work	<input type="checkbox"/> % of the company's total outside work
<input type="checkbox"/> % of the company's total outside work	<input type="checkbox"/> % of the company's total outside work
<input type="checkbox"/> % of the company's total outside work	<input type="checkbox"/> % of the company's total outside work
<input type="checkbox"/> % of the company's total outside work	<input type="checkbox"/> % of the company's total outside work
<input type="checkbox"/> % of the company's total outside work	<input type="checkbox"/> % of the company's total outside work
<input type="checkbox"/> % of the company's total outside work	<input type="checkbox"/> % of the company's total outside work
<input type="checkbox"/> % of the company's total outside work	<input type="checkbox"/> % of the company's total outside work
<input type="checkbox"/> % of the company's total outside work	<input type="checkbox"/> % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell (S.)	<input type="checkbox"/> Honeywell (S.)
<input type="checkbox"/> ADP	<input type="checkbox"/> ADP
<input type="checkbox"/> COMSHARE	<input checked="" type="checkbox"/> IBM
<input type="checkbox"/> CRC	<input type="checkbox"/> CRC
<input type="checkbox"/> ATKINS	<input type="checkbox"/> ATKINS
<input type="checkbox"/> CDC	<input type="checkbox"/> CDC
<input type="checkbox"/> OTHER (Specify)	<input checked="" type="checkbox"/> OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input checked="" type="checkbox"/> ≥ £5,000 < £12,000	_____

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing → % per annum growth/decline	<input type="checkbox"/> Remote Computing → % per annum growth/decline
<input type="checkbox"/> Interactive Time-sharing → % p.a. growth/decline	_____ delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

- a) Engineering/Scientific
- Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. D. Hoyle
DP Manager
United Biscuits
Syon Lane
Isleworth
Middx. TW7 5NN

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Interview No. 171
Reference _____

Company L'INVESTISSEMENT D'ÉTAT
Address 15 AVENUE DE LA LIBERTÉ
75116 PARIS

Tel: 01 51 22 62 22

Contact Name ÉRIC SAVAGE
Dept/Division DEPT. DE RECHERCHE

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer DÉC
Model 37CF58
Quantity 2

Manufacturer DURACONICS
Model B20
Quantity 12

Q.2. Are any of these computers used in time sharing or remote batch/service mode?

yes no → Please go to Q. 3
Type of Terminal used 12M 3270
Quantity 2

Type of Terminal used BUKOCARDS
Quantity 12

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

a) They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

- BOC Datavoice
- BARIC
- CMG
- ADP/Management Dynamics
- GEEST/Cambridge Comp. Service
- COMPUTEL
- COMPOWER
- IBM
- CDC
- OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services

- Centreline
- U.C.C.
- S.I.A.
- UCSSL
- IBM
- COMPOWER
- COMPUTEL
- SCICON
- CDC
- LOWNDES-AJAX
- OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

- Honeywell I.S.
- ADP
- COMSHARE
- IBM
- CRC
- ATKINS
- CDC
- OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
- £1000 - £5,000
- £5,000 - £12,000
- ≥ £12,000
- ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing —% per annum growth/decline
 - Remote Computing —% per annum growth/decline
 - Interactive time-sharing —% per annum growth/decline
- delete as appropriate

INPUT

IN

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	-------------------------	-------------------------

a) Engineering/Scientific

Mr. T. R. Hendry
Grp. Data Proc. Manager
Scottish & Newcastle Breweries
Abey Brewery
Holyrood Road
Edinburgh EH8 4YS

Typical Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Y

Typical Applications include Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include Manpower Management Statistics, Personnel Databases, other personnel applications.

e) General Accounting/Payroll

Typical Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Convolication, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.
A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

PRINTED AND DESIGNED FOR BUSINESS MACHINES BY SOUTHERN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Company SCOTTISH COMPUTER SERVICES LTD.
Address 111 HIGH ROAD EDINBURGH EH13 1SF

Tel: 031 556 2651

Contact Name IT SUPPORT

Dept/Division COMPUTERS

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer IBM
Model 3707-58 RP
Quantity 0-10

Manufacturer AT&T
Model AT&T
Quantity 0-10

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

Type of Terminal used Co.5222
Quantity 1-10
Type of Terminal used AT&T
Quantity 0-10

Q.3. Do you use external bureaux services?

yes no → Please go to Q.6

a) They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOC Datavive
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTER
 COMPOWER
 IBM
 CDC
 OTHER (Specify) _____

Date 10/10/92
Interview No. 110
Reference _____

c) We use the following bureaux for Remote Batch Services

Centralfile	<input type="checkbox"/>
U.C.C.	<input type="checkbox"/>
S.I.A.	<input type="checkbox"/>
U.C.S.L.	<input type="checkbox"/>
I.B.M.	<input type="checkbox"/>
COMP-POWER	<input type="checkbox"/>
COMPUTER	<input type="checkbox"/>
SCICON	<input type="checkbox"/>
CDC	<input type="checkbox"/>
LOWNDES-AJAX	<input type="checkbox"/>
OTHER (Specify) _____	<input type="checkbox"/>

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.	<input type="checkbox"/>
ADP	<input type="checkbox"/>
COMSHARE	<input checked="" type="checkbox"/>
IBM	<input checked="" type="checkbox"/>
CRC	<input type="checkbox"/>
ATRINS	<input type="checkbox"/>
CDC	<input type="checkbox"/>
OTHER (Specify) _____	<input type="checkbox"/>

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000 ≥ £1000 < £5,000 ≥ £5,000 < £12,000 ≥ £12,000 < £25,000 ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing -20% per annum growth/decline
- Remote Computing +40% per annum growth/decline
- Interactive Time-sharing +100% p.a. growth/decline

} delete as appropriate

INPUT

INPUT

Q.6 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning, Forecasting, Analysis and Correlation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you? Yes No

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 03-439 6288

SIC 27

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	-------------------------	-------------------------

a) Engineering/Scientific

Production/Inventory

Marketing/Sales

Financial Analysis and Planning

General Accounting/Payroll

Personnel

Transaction and Customer Accounts, Costing, etc.

Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

General Applications include: Manpower Management Statistics, Personnel Database, other personnel applications, Capital Investment Analysis etc.

Financial Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Control, etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

INDIT

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. P. Hill
Central EDP Manager
Albright & Wilson Ltd.
PO Box 71
Seven Stars Road
Oldbury, Warley
West Midlands

INPUT
500 CHESTER HOUSE, 180 REGENT ST., LONDON W.1
TEL: 01-439 6288

© 1984 Computer Data Solutions Bureau for Personal Services

Q.6.

Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

- Yes No

SIC 271,272

TIMES TOP 1000 COMPANIES

A SURVEY OF THE

INPUT

500 CLESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

© 1980, Times Publishing Bureau Ltd. Reproduced by arrangement with the Copyright Owners. All rights reserved.

TIMES TOP 1000 COMPANIES

Date	<u>Interview No. 1123</u>
Reference	

Company THE WELCOMIE FOUNDATION LTD.

Address TEMPLE HILL,

DARTFORD DAI SAH

KENT

Tel: DARTFORD 23488

Contact Name MR. G.C. SHEPPY

Dept/Division COMPUTER SERVICES

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer IBM
Model 370 / 148
Quantity 2

Manufacturer 1902 T
Model 1902 T
Quantity 1

Manufacturer
Model
Quantity

Q.2. Are any of those computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used 10 M 3776
Quantity 6

Type of Terminal used 10 M 3767
Quantity 32

Type of Terminal used 10 M 3277
Quantity 6

Q.3. Do you use external bureaux services?

yes no → Please go to Q.6

a) They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOC Baseline
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTER
 COMPOWER
 IBM
 CDC
 OTHER (Specify) CSL

c) We use the following bureaux for Remote Batch Services

U.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPOWER
 COMPUTER
 SCICON
 CDC
 LOWYNDES-AJAX
 OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

ADP

COMSHARE

IBM

CRC

ATKINS

CDC

OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 ≥ £1000 < £25,000
 ≥ £25,000
 > £25,000
 ≥ £12,000 < £12,000
 ≥ £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 0 % per annum growth/decline
 Remote Computing 0 % per annum growth/decline
 Interactive timesharing 0 % p.a. growth/decline

delete as appropriate

Finally, please check those applications which your company presently uses or will use in the future:

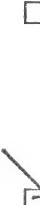
<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	--------------------------------	--------------------------------

- a) Engineering/Scientific

Mr. G. Farrow
Data Processing Manager
Hoechst UK
Hoechst House
Salisbury Road
Hounslow
Middlesex TW4 6JH

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory



Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel



Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll



Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

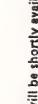
- f) Financial Analysis and Planning



Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?



INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6268



TIMES TOP 1000 COMPANIES

Interview No. 7150
Reference _____

Company HUCHEST LTD
Address 50 BRISTOL RD
HOUNSFORD INDEX

Tel: 01-570-7712
Contact Name C. F. FREOUD
Dept/Division SERVICES - COMPUTERS

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer IBM
Model 370/148
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

Type of Terminal used TELETYPE
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

Yes No → Please go to Q. 6

 They are used for _____

Batch Computing _____ → see (b)
Remote Batch Computing _____ → see (c)
Interactive Time-sharing _____ → see (d)

b) We use the following bureaux for Batch Services:

BOC Dataserve
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTEL
 COMPOWER
 IBM
 CDC
 OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services

Centreline

U.C.C.

S.I.A.

U.C.S.L.

I.B.M.

COMPOWER

COMPUTEL

SCICON

CDC

LOWNDES-AJAX

OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S.

ADP

COMSHARE

IBM

CRC

ATKINS

CDC

OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £12,000
 ≥ £12,000 < £25,000
 ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing — % per annum growth/decline
Remote Computing — % per annum growth/decline
Interactive timesharing — % p.a. growth/decline

} delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
a) <input type="checkbox"/> Engineering/Scientific (Electrical/Electronic Engineering, Operations Research etc.)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Numerical Control, Management Reports etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Market and Sales Planning, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

no

OPTIONAL

SIC 272

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

© 1984 INPUT. This document is the intellectual property of INPUT. It may not be reproduced without written permission from INPUT.

TIMES TOP 1000 COMPANIES

Date _____ Interview No. 1178
Reference _____

Company CRODA INTERNATIONAL LTD
Address ANN WATSON STREET
STOKEFERRY

HULL HU3 0JG.

Tel: 0482 41311
Contact Name F. McCOURTY

Title GROUP COMPUTER SERVICES MANAGER

Dept/Division _____

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer	<u>IBM</u>	Manufacturer	<u>NCR</u>
Model	<u>SYSTEM 3/15</u>	Model	<u>CEUTURY 151</u>
Quantity	<u>1</u>	Quantity	<u>2</u>

Manufacturer	<u>IBM</u>	Manufacturer	<u>NCR</u>
Model	<u>SYSTEM 32</u>	Model	<u>500</u>
Quantity	<u>1</u>	Quantity	<u>2</u>

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used	<u>IBM 3740</u>	Type of Terminal used	<u>_____</u>
Quantity	<u>6</u>	Quantity	<u>_____</u>

Type of Terminal used	<u>_____</u>	Type of Terminal used	<u>_____</u>
Quantity	<u>_____</u>	Quantity	<u>_____</u>

Q.3. Do you use external bureaux services?

yes no → Please go to Q.6

a) They are used for

Batch Computing → see (b)
 Remote batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Dataserve	<input type="checkbox"/> BARIC	<input type="checkbox"/> CMC	<input type="checkbox"/> ADP/Management Dynamics	<input type="checkbox"/> GEET/Cambridge Comp. Service
<input type="checkbox"/> COMPUTE	<input type="checkbox"/> IBM	<input type="checkbox"/> CDC	<input type="checkbox"/> OTHER (Specify)	

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> Centrelle	<input type="checkbox"/> U.C.C.	<input type="checkbox"/> S.I.A.	<input type="checkbox"/> U.C.S.L.	<input type="checkbox"/> I.B.M.	<input type="checkbox"/> COMPUTER	<input type="checkbox"/> SCICON	<input type="checkbox"/> CDC	<input type="checkbox"/> LOWINES-AJAX	<input type="checkbox"/> OTHER (Specify)
------------------------------------	---------------------------------	---------------------------------	-----------------------------------	---------------------------------	-----------------------------------	---------------------------------	------------------------------	---------------------------------------	--

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	<input type="checkbox"/> ADP	<input type="checkbox"/> COMSHARE	<input checked="" type="checkbox"/> IBM	<input type="checkbox"/> CRC	<input type="checkbox"/> ATKINS	<input type="checkbox"/> CDC	<input checked="" type="checkbox"/> OTHER (Specify)
---	------------------------------	-----------------------------------	---	------------------------------	---------------------------------	------------------------------	---

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000 ≥ £12,000 < £25,000
 ≥ £1000 < £5,000 ≥ £25,000
 ≥ £5,000 < £12,000 ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing $\geq 20\%$ per annum growth/~~20% decline~~
 Remote Computing $\geq 20\%$ per annum growth/~~20% decline~~
 Interactive timesharing $\geq 20\%$ per annum growth/~~20% decline~~

→ delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	-------------------------	-------------------------

a) Engineering/Scientific

Production/Inventory

Production/Inventory

Marketing/Sales

Financial Analysis and Planning

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Marketing/Sales

Financial Analysis and Planning

General Accounting/Payroll

General Accounting/Payroll

Personnel

Personnel

Transaction and Customer Accounts, Costing, etc

Payroll

Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d)

Manpower Management Statistics, Personnel Database, other personnel applications.

Payroll

Transaction and Customer Accounts, Costing, etc

Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

e)

Capital Investment Analysis etc.

Long Range Planning Forecasting, Analysis and Control Solution

f)

Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Control Solution

Capital Investment Analysis etc.

g)

Financial Cooperation in filing in this questionnaire.

Summary of the Data provided by companies in your category will be shortly available. May we send it to you?

h)

Yes

No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. S. Clegg
Operations Manager
BTR
Silvertown House
Vincent Square
London SW1P 2PZ

INPUT

500 OXSHAM HOUSE, 150 REGENT ST., LONDON W1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date _____
 Interview No. 1152
 Reference _____

Company B72 Limited
 Address Silverton House
Vincent Square
London SE1

Tel: 01-834 8348

Contact Name S. Clegg
 Dept/Division Management Services

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer IBM
 Model 5375/22, 3/3, 3/4, 2/15
 Quantity 4

Manufacturer DEC
 Model 1777
 Quantity 1

Q.2. Are any of those computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

They are used for _____
 → see (b)
 Batch Computing
 Remote Batch Computing
 Interactive Time-sharing
 → see (c)
 → see (d)

b) We use the following bureaux for Batch Services:

- BOC Datavive
 - BARIC
 - CMG
 - ADE Management Dynamics
 - GEEST/Cambridge Comp. Service
 - COMPUTEL
 - COMPUTER
 - IBM
 - CDC
 - OTHER (Specify) LOWNDES-AJAX
- Lowndes Associates
Computer Services

- c) We use the following bureaux for Remote Batch Services:
- Centrefile
 - U.C.C.
 - S.I.A.
 - U.C.S.L.
 - I.B.M.
 - COMPOWER
 - COMPUTEL
 - SCICON
 - CDC
 - LOWNDES-AJAX
 - OTHER (Specify) BPMS

- d) We use the following bureaux for Interactive Time Sharing Services:
- Honeywell I.S.
 - ADP
 - COMSHARE
 - IBM
 - CRC
 - ATKINS
 - CDC
 - OTHER (Specify) BPMS

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
- £1000 - £5,000
- £5,000 - £12,000
- £12,000 - £25,000
- > £25,000

- Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?
- Batch Computing 10% per annum growth/decline
 - Remote Computing 30% per annum growth/decline
 - Interactive Time-sharing 5% p.a. growth/decline
- delete as appropriate

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

yes no

7

SIC 276

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

A SURVEY OF THE

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

- a) Engineering/Scientific
- b) Production/Inventory
- c) Marketing/Sales
- d) Personnel
- e) General Accounting/Payroll
- f) Financial Analysis and Planning

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHESSHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date	Interview No.	118
Reference		

Company Fosseco Minsec Ltd
 Address 36 Queen Anne's Gate
London SW1H 9AQ

Tel: (01) 531 7030
 Contact Name Karel SERGENT
 Dept/Division C.I. DEPT.

Q.1. Does your company have its own in-house computers?



yes → Please go to Q. 3

Manufacturer BURGESS & GATES
 Model B3700
 Quantity ONE.

Manufacturer BURGESS & GATES
 Model B1700
 Quantity ONE.

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used TC 3500.
 Quantity Two. Type of Terminal used _____
 Type of Terminal used AP 522/10834. Type of Terminal used _____
 Quantity One. Type of Terminal used _____
 Quantity One. Type of Terminal used _____

Q.3. Do you use external bureaux services?



yes no → Please go to Q. 6

a) They are used for

Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOC Datavise

BARIC

CMG

AEP/Management Dynamics

GEEST/Cambridge Comp. Service

COMPUTEL

COMPOWER

IBM

CDC

OTHER(Specify)

see (b)

see (c)

see (d)

c) We use the following bureaux for Remote Batch Services

Centelle

U.C.C.

S.I.A.

U.C.S.L.

I.B.M.

COMPOWER

COMPUTEL

SCICON

CDC

LOWNDES-AJAX

OTHER(Specify)

d) We use the following bureaux for Interactive Time Sharing Services

Honeywell I.S.

ADP

COMSHARE

IBM

CRC

ATKINS

CDC

OTHER(Specify)

Q.4. Please check your total Annual expenditure on the above services in the following ranges:

< £1000

> £1000 < £5,000

> £5,000 < £12,000

> £12,000 < £25,000

> £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing ____% per annum growth/decline

Remote Computing ____% per annum growth/decline

Interactive Time-sharing ____% per annum growth/decline

OTHER(Specify)

INPUT

for ____% of the company's total outside work
 for ____% of the company's total outside work

Q. 6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

NEVER USE

a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes

No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

LONDON W.1

TEL: 01-439 6288

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company DIRECT COMPUTER SERVICES LTD

Address SERKEY ROAD EAST.

Tel: 021-557-46122

Contact Name MC PETER TRIFUNOVIC

Dept/Division DIRECT GROUP/OSCL OPERATIONS

Title CHIEF COMPUTER OPERATOR

Q.1. Does your company have its own in-house computers?

yes

no → Please go to Q. 3

Manufacturer ICL
Model IQ3S
Quantity 1

Manufacturer IQ4S
Model 1
Quantity 1

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes

no → Please go to Q. 3

Type of Terminal used 7020
Quantity 1

Type of Terminal used 7020E
Quantity 2

Type of Terminal used Batch Computing
Quantity 1

Type of Terminal used Remote Batch Computing
Quantity 1

Type of Terminal used Interactive Time sharing
Quantity 1

Q.3. Do you use external bureaux services?

yes

no → Please go to Q. 6

a) They are used for

Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time sharing → see (d)

b) We use the following bureaux for Batch Services:

BOG Datavice
 BARIC
 CMS
 ADE/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTE!
 COMPOWER
 IBM
 CDC
 OTHER (Specify) → see (e)

c) We use the following bureaux for Remote Batch Services

Centefile
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPUTER
 SCION
 CDC
 LOWNDES-AJAX
 OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify)

e) Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £12,000
 > £12,000 < £25,000
 ≥ £25,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing → % per annum growth/decline
- Remote Computing → % per annum growth/decline
- Interactive time sharing → % p.a. growth/decline

→ delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

a) Engineering/Scientific

Typical Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

Yes No

INPUT

500 CHESTER HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-433 6288

TIMES TOP 1000 COMPANIES

Date _____
Interview No. 1143
Reference _____

Company Electronic Line
Address Highbury House
New Cavendish St
Buckingham

Tel: 021 - 742 - 2366

Contact Name N. F. Trickman
Dept/Division Electrical Services

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer IBM
Model 370/138
Quantity 1

Manufacturer IBM
Model 370/138
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used 3741 T69
Quantity 12 Type of Terminal used 3740 T69
Quantity 1

Type of Terminal used 3790 T69
Quantity 2 Type of Terminal used 3790 T69
Quantity 1

Q.3. Do you use external bureau services?

yes no → Please go to Q. 6

a) They are used for
 Batch Computing → see (c)
 Remote Batch Computing → see (d)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOC Dataserve
 BARC
 CGM
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTE
 COMPOWER
 IBM
 CDC
 OTHER (Specify)

c) We use the following bureaux for Remote Batch Services:

Centreline
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.

COMPPOWER

COMPUTER

SCICON

CDC

LOWNDES-AJAX

OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S.
 ADP
 COMSHARE

IBM

CRC

ATKINS

CDC

OTHER (Specify)

e) Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £12,000
 ≥ £12,000 < £25,000
 ≥ £25,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing 20% per annum growth/decline
 Remote Computing 10% per annum growth/decline
 Interactive Time-sharing —% p.a. growth/decline

delete as appropriate

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
j) <input checked="" type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
d) <input checked="" type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Conservation, Capital Investment Analysis etc.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

Yes No

TIMES TOP 1000 COMPANIES

A SURVEY OF THE

Mr. E. Holloway
Mgr. Central Mgt Services
Alcan Industries Ltd
Southam Road
Banbury
Oxon

INPUT

500 CHELHAM HOUSE, 150 REGENT ST., LONDON W1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Interview No. I 147
Reference

Company ALCAN ALUMINIUM (UK) LTD

Address Scotthill Road

Chester

Open

Tel: 0295 - 539420

Contact Name E. A. HOLLOWAY

Title Manager

Dept/Division Central Management Services.

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer DEC Model 84700

Quantity 1

Manufacturer DEC Model 84744

Quantity 1

Manufacturer DEC Model i1/34

Quantity 1

Manufacturer DEC Model i1/34

Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used DEC 3550 273 Type of Terminal used 8730 12

Quantity 1

Type of Terminal used DEC 274 Type of Terminal used 8730 12

Quantity 1

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

a) They are used for

Batch Computing

Remote Batch Computing

Interactive Time-sharing

→ see (b)

→ see (c)

→ see (d)

c) We use the following bureaux for **Remote Batch Services**:

- Centefile
- U.C.C.
- S.I.A.
- U.S.L.
- I.B.M.
- COMPOWER
- COMPUTEL
- SCICON
- CDC
- LOWDES-AJAX
- OTHER (Specify)

d) We use the following bureaux for **Interactive Time Sharing Services**:

- Honeywell I.S.
- ADP
- COMSHARE
- IBM
- CRC
- ATKINS
- CDC
- OTHER (Specify)

e) We use the following bureaux for **Batch Services**:

- Batch Computing 5% per annum growth/desire
- Remote Computing 25% per annum growth/desire
- Interactive Time-sharing 20% p.s. growth/desire

f) What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 5% per annum growth/desire
- Remote Computing 25% per annum growth/desire
- Interactive Time-sharing 20% p.s. growth/desire

g) Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
- ≥ £1000 < £5000
- ≥ £5000 < £12,000
- ≥ £12,000 < £25,000
- ≥ £25,000

h) Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
- ≥ £1000 < £5000
- ≥ £5000 < £12,000
- ≥ £12,000 < £25,000
- ≥ £25,000

i) What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 5% per annum growth/desire
- Remote Computing 25% per annum growth/desire
- Interactive Time-sharing 20% p.s. growth/desire

j) We use the following bureaux for **Batch Services**:

- BOC Dataserve
- BARIC
- CMG
- ADP/Management Dynamics
- GEEST/Cambridge Comp. Service
- COMPUTEL
- COMPOWER
- IBM
- CDC
- OTHER (Specify)

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Construction, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. T. Arnold
Projects Manager
Massey-Ferguson Holdings
33 Davies Street
London W1Y 2EA

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6228

Q.6 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	-------------------------	-------------------------

a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHERSHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6280

TIMES TOP 1000 COMPANIES

Company ASSOCIATED ENT. LTD
 Address 60 KENSINGTON ROAD
LEAMINGTON SPA
WALES/WORKSHIRE

Tel: 0926 21351
 Contact Name P. WHITFIELD
 Dept/Division

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer	<u>IBM</u>
Model	<u>370/135/455</u>
Quantity	<u>5</u>

Manufacturer	<u>IBM</u>
Model	<u>360</u>
Quantity	<u>1</u>

Q.2. Are any of those computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used	<u>IBM</u>
Quantity	<u>8</u>

Type of Terminal used	<u>IBM</u>
Quantity	<u>1</u>

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

Batch Computing	<input type="checkbox"/>
Remote Batch Computing	<input type="checkbox"/>
Interactive Time-sharing	<input checked="" type="checkbox"/>

a) There are used for:

- b) We use the following bureaux for Batch Services:
- BOC Database
 - BARIC
 - CMG
 - ADP/Management Dynamics
 - GEEST/Cambridge Comp. Service
 - COMPUTER
 - COMPOWER
 - IBM
 - CDC
 - OTHER (Specify)
- c) We use the following bureaux for Remote Batch Services:
- Centrefile
 - U.C.C.
 - S.I.A.
 - U.C.S.L.
 - I.B.M.
 - COMPUTER
 - SCICON
 - CDC
 - LOWINES/AJAX
 - OTHER (Specify)
- d) We use the following bureaux for Interactive Time Sharing Services:
- Honeywell U.S.
 - ADP
 - COMSHARE
 - IBM
 - CRC
 - ATKINS
 - CDC
 - OTHER (Specify)
- e) Please check your total Annual expenditure on the above services in the following ranges:
- < £1000
 - £1000 - £5,000
 - £5,000 - £12,000
 - > £12,000 - £25,000
 - > £25,000
- f) What is the growth pattern that you foresee in the usage of each service category by your company?
- Batch Computing 5 % per annum growth/~~decline~~
 - Remote Computing 5 % per annum growth/~~decline~~
 - Interactive time-sharing 25 % p.a. growth/decline
- } appropriate
 } delete as
- INPUT
- INPU

Q.6. Finally, please check those applications which your company presently uses or will use in the future

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

a) Engineering/Scientific

Production/Inventory

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Marketing/Sales

Marketing/Sales

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

a) Engineering/Scientific

Typical Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Date _____ Interview No. 1160
Reference _____

Company CLIQUE CHI PHAN
Address VICEDIA WORKS
GATEWAY

Tel: 772271
Contact Name G.V. MUSICA STER
Dept/Division CENTRAL SERVICES

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer IBM
Model 310145
Quantity 1

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3
Type of Terminal used DATAPORT 78
Quantity 4
Type of Terminal used TELETRAC 7000
Quantity 1

Type of Terminal used 104 3277
Quantity 5
Type of Terminal used TELETRAC
Quantity 2

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6
a) They are used for

Batch Computing → see (b)
Remote Batch Computing → see (c)
Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOC Datavise
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST Comp. Service
 COMPUTER
 IBM
 CDC
 OTHER (Specify)

c) We use the following bureaux for Remote Batch Services

U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPUTER
 SCICON
 CDC
 LOWINES-AJAX
 OTHER (Specify)

for ____% of the company's total outside work

INPUT

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for ____% of the company's total outside work
<input type="checkbox"/> ADP	for ____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for ____% of the company's total outside work
<input type="checkbox"/> IBM	for ____% of the company's total outside work
<input type="checkbox"/> CRC	for ____% of the company's total outside work
<input type="checkbox"/> ATKINS	for ____% of the company's total outside work
<input type="checkbox"/> CDC	for ____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 £1000 - < £5,000
 £5,000 - < £12,000
 ≥ £12,000
 ≥ £25,000
 ≥ £50,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing → ____% per annum growth/decline
 Remote Computing → ____% per annum growth/decline
 Interactive timesharing → ____% p.a. growth/decline

} appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	--------------------------------	--------------------------------

a) Engineering/Scientific

Typical Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Control, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes No

INPUT

500 CHELSEA HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Interview No. 214
Reference

Company R. D. LAND LTD.
Address A. D. LAND HOUSE,
CINQUE GATE,
Region

Tel: Reigate 424488
Contact Name R. J. WILKINSON
Dept/Division D. P.

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer I.C.L.
Model 9027
Quantity 1

Manufacturer Siemens
Model 2
Quantity 1

Manufacturer I.C.L.
Model 2905
Quantity 1

Manufacturer AT&T
Model
Quantity

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Type of Terminal used R. T.E.
Quantity 2

Type of Terminal used
Quantity

Hans J. WILKINSON, I.S.

OTHER (Specify)

d) We use the following bureaux for interactive Time Sharing Services:

Honeywell U.S.

ADP

COMSHARE

IBM

CRC

ATKINS

CDC

OTHER (Specify)

e) Please check your total Annual expenditure on the above services in the following ranges:

< £1000

£1000 - £5,000

£5,000 - £12,000

≥ £12,000 - £25,000

≥ £25,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing — % per annum growth/decline
 - Remote Computing — % per annum growth/decline
 - Interactive Timesharing — % p.b. growth/decline
- delete as appropriate

Q.3. Do you use external bureau services?

yes no → Please go to Q. 6

Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOC Data solve

BARIC

CMG

ADP/Management Dynamics

GEEST/Cambridge Comp. Service

COMPUTER

COMPOWER

IBM

CDC

OTHER (Specify)

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

- a) Engineering/Scientific
- b) Production/Inventory
- c) Marketing/Sales
- d) Personnel
- e) General Accounting/Payroll
- f) Financial Analysis and Planning

SIC 341

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

TIMES TOP 1000 COMPANIES

A SURVEY OF THE

Mr. R. Smith
Mgr. Public Relations
Davy International
15 Portland Place
London W1A 4DD

INPUT
500 CHERSHAM HOUSE, 100 REGENT ST., LONDON W.1
TEL: 01-439 6228

✓ yes

□ no

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Numerical Control, Management Reports etc.

A SURVEY OF THE

- Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.
- d) Personnel
- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Q.5 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

a) Engineering/Scientific

Mr. M. Chatwin
Managing Director
GMS
Smithfield House
Blonk Street
Sheffield S1 2AU

Production/Inventory

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes

No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHEEHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Q.6. Finally, please check those applications which your company presently uses or will use in the future

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	--------------------------------	--------------------------------

a) Engineering/Scientific

b) Production/Inventory

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

TIMES TOP 1000 COMPANIES

A SURVEY OF THE

Mr. R.A. Jenkinson
DP Co-ordinator
Chloride Europe
50 Grosvenor Gardens
London SW.1.

c) Marketing/Sales

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications, Market and Sales Planning, Management Reports etc.

e) General Accounting/Payroll

Typical Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget, and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in Your category will be shortly available. May we send it to you?

Yes No

INPUT

500 CHESTER HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Q.6 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

Mr. D. Hall
Manager Systems Gp. Mat. Dept.
Informations Systems Aut. ISAUk
City House
420-430 London Road
Croydon, Surrey CR9 3QR

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

a) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

b) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

c) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications,

d) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

e) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Interview No. T.60

Reference _____

Company PHILIPS INDUSTRIES
Address CITY HOUSE 52-54 LONDON ROAD LEEDS

Tel: 687-2166 Contact Name D. RALEY Dept/Division ISD - UIC

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer I.B.M.

Model 320/155
Quantity 1

Manufacturer I.B.M.
Model 320/48
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used CONTRACTOR VACUUM

Quantity 120
Type of Terminal used CONTRACTOR VACUUM
Quantity 120

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

a) They are used for
 Batch Computing
 Remote Batch Computing
 Interactive Time-sharing

→ see [b]
→ see [c]
→ see [d]

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £5,000 < £12,000
<input type="checkbox"/> > £12,000	<input type="checkbox"/> ≥ £25,000	<input type="checkbox"/> ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasole	<input type="checkbox"/> BARIC
<input type="checkbox"/> CMS	<input type="checkbox"/> ADP/Management Dynamics
<input type="checkbox"/> GEEST/Cambridge Comp. Service	<input type="checkbox"/> COMPUTEL
<input type="checkbox"/> COMPUTER	<input type="checkbox"/> COMPOWER
<input type="checkbox"/> SCICON	<input type="checkbox"/> IBM
<input type="checkbox"/> CDC	<input type="checkbox"/> LOWNES-AJAX
<input type="checkbox"/> OTHER (Specify)	

Honeywell I.S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify)

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

for _____ % of the company's total outside work

INPUT

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. B. Sheffield
Head ED Processing
Plessey Co.
2-60 Vicarage Lane
Ilford, Essex
IG1 4AQ

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	-------------------------	-------------------------

- a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Construction, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. H. J. McCarron
Systems Analyst
Chrysler UK
17 Old Court Place
Kensington, London W8

INPUT
500 CHESTHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIIMES TOP 1000 COMPANIES

Date	Interview No.	101
Reference		

Company Sherlock Int'l. S.A.
Address 17 Old Court Place
Kensington
London, U.K.

Tel: 01-931-8044
Contact Name H. J. H. CARREAU
Dept/Division Hardware/Software Inter. Systems

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer	Business Park S.
Model	1726B
Quantity	1

Manufacturer	
Model	
Quantity	

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used	
Quantity	
Type of Terminal used	
Quantity	

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

Batch Computing	see (b)
Remote Batch Computing	see (c)
Interactive Time-sharing	see (d)

a) They are used for:

- b) We use the following bureaux for Batch Services:
- BOC Dataserve
 - BARIC
 - CMG
 - ADP/Management Dynamics
 - GEEST/Cambridge Comp Service
 - COMPUTEL
 - COMPOWER
 - IBM
 - CDC
 - OTHER (Specify)
- c) We use the following bureaux for Remote Batch Services:
- Centrafile
 - U.C.
 - S.I.A.
 - U.C.S.L.
 - I.B.M.
 - COMPUTER
 - SCICON
 - CDC
 - LOWINES-AJAX
 - OTHER (Specify)
- d) We use the following bureaux for Interactive Time Sharing Services:
- Honeywell I.S.
 - ADP
 - COISHARE
 - IBM
 - CRC
 - ATKINS
 - CDC
 - OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- < £1000
- ≥ £1000 < £5,000
- ≥ £5,000 < £12,000
- ≥ £12,000 < £25,000
- ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing — % per annum growth/decline
 - Remote Computing — % per annum growth/decline
 - Interactive time-sharing — % p.a.growth/decline
- delete as appropriate

INPUT

O. G. Finally, please check those applications which your company presently uses or will use in the future

GC 361-363

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	-------------------------	-------------------------

- a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT
500 CHESTER HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-639 6288

INPUT

TIMES TOP 1000 COMPANIES

Date	Interview No.	1181
Reference		

Company Smiths Industries Ltd
Address: Circle Line 2009
Country: U.K.
Tel: 01-452-3333 ext 2611
Contact Name: A.T.O. COOPER
Dept/Division: Computer Department

Q.1. Does your company have its own in-house computers?

Yes No → Please go to Q.3

Manufacturer: ICL
Model: 1904.5
Quantity: 1

Manufacturer: ICL
Model: 1905/E
Quantity: 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

Yes No → Please go to Q.3
Type of Terminal used: 7181/2
Quantity: 50
Type of Terminal used: 7182/10/11
Quantity: 5

Q.3. Do you use external bureaux services?

Yes No → Please go to Q.6

Batch Computing
 Remote Batch Computing
 Interactive Time-sharing

a) They are used for:

→ see (b)
→ see (c)
→ see (d)

b) We use the following bureaux for Batch Services:

BOC Datavoice
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTER
 COMPOWER
 IBM
 CDC
 OTHER (Specify)

c) We use the following bureaux for Remote Batch Services

Centreline
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
COMPOWER
 COMPUTEL
 SCICON
 CDC
LOWNDES-AJAX
 OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify)
→ L4,

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £12,000
 ≥ £12,000 < £25,000
 ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing → % per annum growth/decline
Remote Computing → % per annum growth/decline
Interactive timesharing → % p.a. growth/decline
→ delete as appropriate

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) Engineering/Scientific

b) Production/Inventory

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Mr. J. Robertson
Programme Manager
Ready Mixed Concrete
RMC House
High Street
Feltham, Middlesex,
TW13 4HA

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHERSHAM HOUSE, 150 REGENT ST., LONDON W1
TEL: 01-439 6288

yes

no

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	--------------------------------	--------------------------------

a) Engineering/Scientific

b) Production/Inventory

c) Marketing/Sales

d) Personnel

e) General Accounting/Payroll

f) Financial Analysis and Planning

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operation's Research etc.

Mr. R. Young
Data Processing Manager
Dickinson Robinson Grp.
1 Redcliffe Street
Bristol, BS9 7QY

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes

No

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Q.6. Finally, Please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	--------------------------------	--------------------------------

a) Engineering/Scientific

Mr. D. Pickard
Richard Costain
111 Westminster Bridge Road
London SE1 7UE

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analyst and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment, Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

no

INPUT

500 CHELSEA HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Date	Interview No.	1100
Reference		

Company _____
Address _____

Tel: _____
Contact Name _____
Dept/Division _____

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer DIC
Model 2904
Quantity 1

Manufacturer DHLIPS ELECTROLOGICA
Model 352 → 354 & 320
Quantity 1

Manufacturer DISSTAC EQUIPSCOF
Model 201044 & 1134
Quantity 2.

Manufacturer IBM
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal Used TC-L 7502-756 Type of Terminal used 7020 TC-L
Quantity 4 _____
Type of Terminal Used TC-L 2904 Type of Terminal used 1.
Quantity 1 _____

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

a) They are used for
 Batch Computing → ✓ → see (c)
 Remote Batch Computing → ✓ → see (c)
 Interactive Time-sharing → ✓ → see (d)

b) We use the following bureaux for Batch Services:

BCCD Dissolve
 BARC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTER
 IBM
 CDC
 OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services

Centralfile
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPUTER
 COMPUTEL
 SCICON
 CDC
 LOVINDS-AJAX
 OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £12,000
 ≥ £12,000 < £25,000
 ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing → % per annum growth/decline
 Remote Computing → % per annum growth/decline
 Interactive time-sharing → % p.a. growth/decline

→ delete as appropriate

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

- a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHESSHAM HOUSE, 180 REGENT ST., LONDON W.1
TEL: 01-439 6288

Finally, please check those applications which your company presently uses or will use in the future

一〇

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

Engineering/Scientific
 John Lang & Son
 Eistree Way
 Borehamwood, Herts.

Local Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Production/Inventory

Actual Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering,

□ 87

Practical Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems,

□

Financial Analysis and

Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control.

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-438 6288

卷之三

INPUT

TIMES TOP 1000 COMPANIES

Company LAIN COMPUTING SERVICES

Address ELSTREE WAY

Borehamwood, HERTS,

WD6 1NE.

Tel: 01-207 2000

Contact Name P.A. WHITE

Dept/Division LCS.

Q.1. Does your company have its own in-house computers?

 yes → Please go to Q. 3Manufacturer IBM
Model 37C 145
Quantity 2Manufacturer VENTEK
Model SPATPOINT 2200
Quantity 50+Manufacturer
Model
QuantityManufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

 yes → Please go to Q. 3Type of Terminal used ITT
Quantity 0
Type of Terminal used
Quantity no → Please go to Q. 6Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureaux services?

 yes → Please go to Q. 6Batch Computing
Remote Batch Computing
Interactive Time-sharinga) They are used for
→ see (b)
→ see (c)
→ see (d)

b) We use the following bureaux for Batch Services:

B2B DataSolve
BARIC
CMG
APM/Management Dynamics
GEEST/Cambridge Comp. Service
COMPUTEL
-IBM
CDC
OTHER (Specify)Date 2/9/4
Interview No. 104
Reference _____

c) We use the following bureaux for Remote Batch Services

Centreline
U.C.C. for ____% of the company's total outside work
 S.I.A. for ____% of the company's total outside work
 U.C.S.L. for ____% of the company's total outside work
 I.B.M. for ____% of the company's total outside work
 COMPOWER for ____% of the company's total outside work
 COMPUTER for ____% of the company's total outside work
 SCICON for ____% of the company's total outside work
 CDC for ____% of the company's total outside work
 LOWNDES-AJAX for ____% of the company's total outside work
 OTHER (Specify) for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S. for ____% of the company's total outside work
 ADP for ____% of the company's total outside work
 COMSHARE for ____% of the company's total outside work
 IBM for ____% of the company's total outside work
 CRC for ____% of the company's total outside work
 ATKINS for ____% of the company's total outside work
 COC for ____% of the company's total outside work
 OTHER (Specify) for ____% of the company's total outside work

e) Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

f) What is the growth pattern that you foresee in the usage of each service category by your company?
 a) Batch Computing ____% per annum growth/decline
 b) Remote Computing ____% per annum growth/decline
 c) Interactive Time-sharing ____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consultation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. Stephenson
Data Proc. Mgr.
Simon Engineering
Bird Hall Lane
Cheadle Heath
Stockport, Cheshire
SK3 0RT

INPUT

500 CHEEHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INDUSTRY

© 1984 Times Publishing Services Ltd. All rights reserved. No part of this publication may be reproduced without permission from the publishers.

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
3) <input checked="" type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Databases, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. B. Moore
Computer Manager
Taylor Woodrow Plant Co.
Taywood Road
Northolt, Middx.

INPUT

500 CHESSHAM HOUSE, 150 REGENT ST., LONDON W.1

© 1983 VTS (UK) LTD. Printed in Great Britain by Baskerville Services Ltd.

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

a) Engineering/Scientific

b) Production/Inventory

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

c) Marketing/Sales

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

d) Personnel

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consultation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

yes

no

Don't know

INPUT

TIMES TOP 1000 COMPANIES

Company IT H.I. Group Services Ltd
Address 691 Northland Rd
Camden City
Quebec

Tel: 01-629-2346
Contact Name D.S. Innes
Dept/Division

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer IBM
Model 370/25
Quantity 1

Manufacturer I24H
Model 1120
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureau services?

yes no → Please go to Q. 6

a) They are used for
 Batch Computing _____
 Remote Batch Computing _____
 Interactive Time-sharing _____

b) We use the following bureaux for Batch Services:

BOC Datovise
 BARIC
 CMG
 ABP/Management Dynamics
 GEST/Cambridge Comp. Service
 COMPUTEL
 COMPOWER
 IBM
 CDC
 OTHER (Specify)

Date Interview No. 183
Reference _____

c) We use the following bureaux for Remote Batch Services

Centreline	<input type="checkbox"/>	for ____ % of the company's total outside work
U.C.C.	<input type="checkbox"/>	for ____ % of the company's total outside work
S.I.A.	<input checked="" type="checkbox"/>	for ____ % of the company's total outside work
U.C.S.L.	<input type="checkbox"/>	for ____ % of the company's total outside work
I.B.M.	<input type="checkbox"/>	for ____ % of the company's total outside work
COMPOWER	<input type="checkbox"/>	for ____ % of the company's total outside work
COMPUTEL	<input type="checkbox"/>	for ____ % of the company's total outside work
SCICON	<input type="checkbox"/>	for ____ % of the company's total outside work
CDC	<input type="checkbox"/>	for ____ % of the company's total outside work
LOWNDES-AJAX	<input type="checkbox"/>	for ____ % of the company's total outside work
OTHER (Specify)	<input type="checkbox"/>	for ____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.	<input type="checkbox"/>	for ____ % of the company's total outside work
ADP	<input type="checkbox"/>	for ____ % of the company's total outside work
COMSHARE	<input type="checkbox"/>	for ____ % of the company's total outside work
IBM	<input type="checkbox"/>	for ____ % of the company's total outside work
CRC	<input type="checkbox"/>	for ____ % of the company's total outside work
ATKINS	<input checked="" type="checkbox"/>	for ____ % of the company's total outside work
CDC	<input type="checkbox"/>	for ____ % of the company's total outside work
OTHER (Specify)	<input type="checkbox"/>	for ____ % of the company's total outside work

Q.2. Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 > £1000 < £5,000
 > £5,000 < £12,000
 > £12,000 < £25,000
 > £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing $\frac{2.5}{2}$ % per annum growth/decline
 Remote Computing $\frac{1.5}{1}$ % per annum growth/decline
 Interactive time-sharing $\frac{2.5}{2}$ % p.a. growth/decline

↓ decline as appropriate

INPUT

16. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
Engineering/Scientific	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Electrical/Electronic Engineering, Operations Research etc.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Industrial/Engineering, Operations Research etc.

-) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

-) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

-) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

-) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

-) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Confirmation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes

No

INPUT

500 CHELSEA HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6282

INPUT

TIMES TOP 1000 COMPANIES

Date	Interview No.	Reference
2005	165	

Company Finance Ltd., Inc., Ltd.
Address 27 HARRIS SMITH DRIVE
LAWSON, NC 27047

tel: 011-748-2800 x 2905
Contact Name Natalie YERBY
Dept/Division Computer Services Dept.

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer TCS
Model 1994 S
Quantity 2

Manufacturer DATA GENERATION
Model NOVA 2/15 NOVA 2/20 NOVA 10
Quantity 9 10 6

Manufacturer PsiLink Corp. (PSC)
Model P2P 1124
Quantity 2

Manufacturer PRINTER
Model 1000
Quantity 1

Q.2. Are any of those computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used V.D.U.
Quantity 150

Type of Terminal used TELTYPE
Quantity 5

Type of Terminal used PRINTER (Hand Control)
Quantity 15

Type of Terminal used PRINTER (Hand Control)
Quantity 5

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

a) They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOC Datavive
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambidge Comp. Service
 COMPUTER
 IBM
 CDC
 OTHER (Specify)

c) We use the following bureaux for Remote Batch Services

U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPUTER
 SCICON
 COC
 LOWNDES-AJAX
 OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell (S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify)

e) Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 > £1000 < £5000
 > £5000 < £12000
 ≥ £12000 < £25000
 ≥ £25000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing → % per annum ~~growth/decline~~
 Remote Computing → % per annum ~~growth/decline~~
 Interactive time-sharing → % per annum ~~growth/decline~~
 OTHER (Specify)

delete as appropriate

INPUT

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHESTERFIELD HOUSE, 180 REGENT ST., LONDON W.1
TEL: 01-439 6268

TIMES TOP 1000 COMPANIES

Interview No. 1102

Reference _____

Company LAZSEN TRUST LTD
Address 150 BROADWAY 2D
LONDON SW3 JHE

Tel: 01-590-7670
Contact Name R. Hymans
Dept/Division Financial Control Dept/Human Co.

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3
Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6
a) They are used for

Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

Centrefile

U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPUTER
 SCICON
 CDC
 LOWINDES-AJAX
 OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 ≥ £1000 < £5,000
 ≥ £5,000 < £12,000
 ≥ £12,000 < £25,000
 ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 15 % per annum growth/decline → see (e)
- External Computing 5 % per annum growth/decline → see (f)
- Interactive Time-sharing -5 % per annum growth/decline → see (g)

b) We use the following bureaux for Batch Services:

BOG Database
 BARTC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTER
 COMPUTER
 CDC
 OTHER (Specify) STAR

INPUT

SIC 705,

Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
1) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

1) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Numerical Control, Management Reports etc.

1) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Databases, other personnel applications.

1) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing etc.

1) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

Yes No

INPUT

500 CHESTHAM HOUSE, 150 REGENT ST., LONDON W1
TEL: 01-439 6288

INPUT

IMES TOP 1000 COMPANIES

Date _____
 Interview No. _____
 Reference _____

Company Domestic Transport & Trading
 Address India Building
Water Street
Liverpool L2 0RB

Line No. 01 236 9252
 Contact Name T. F. Corrall
 Div/Division _____

Title Sales Manager

1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer DEC
 Model PDP 11/70
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3
 Type of Terminal used 7502 Terminals
 Quantity 20
 Type of Terminal used _____
 Quantity _____

3. Do you use external bureau services?

yes no → Please go to Q.6

They are used for
 → see (b) → see (c) → see (d)
 Batch Computing Remote Batch Computing Interactive Time-sharing

We use the following bureaux for Batch Services:

BOG Datafile
 BARIC
 CIVG
 ADP/Management Dynamics
 GEST/Cambridge Comp. Service
 COMPUTEL
 COMPOWER
 IBM
 CDC
 OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services

for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> U.C.C.	<input type="checkbox"/> S.I.A.
for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> U.C.S.L.	<input type="checkbox"/> I.B.M.
for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> COMPUTER	<input type="checkbox"/> COMPOWER
for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> SCICON	<input type="checkbox"/> Honeywell U.S.
for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	<input type="checkbox"/> ADP
for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	<input type="checkbox"/> COMSHARE
for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	<input type="checkbox"/> IBM
for _____ % of the company's total outside work	for _____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> Honeywell U.S.	<input type="checkbox"/> ADP
for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> COMPUTER	<input type="checkbox"/> COMSHARE
for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> CRC	<input type="checkbox"/> IBM
for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> ATKINS	<input type="checkbox"/> CRC
for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	<input type="checkbox"/> ATKINS
for _____ % of the company's total outside work	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	<input type="checkbox"/> CDC
for _____ % of the company's total outside work	for _____ % of the company's total outside work

e) Please check your total Annual expenditure on the above services in the following ranges:

< £1000 > £12,000 < £25,000
 > £1000 < £5,000 ≥ £25,000
 > £5,000 < £12,000

f) What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing _____ % per annum growth/decline
 - Remote Computing _____ % per annum growth/decline
 - Interactive timesharing _____ % p.a. growth/decline
- denotes appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. P. C. Vandervord
Co. Secretary
Louis Dreyfus & Co.
City Gate House
Finsbury Square
London EC2A 1QA

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Interview No. 113 |

Reference _____

Company _____
Address _____
City: GATE HOUSE
39-45 FISHERY STREET
LONDON EC4V 4EE

Tel: 626-4742
Contact Name: P. J. V. An D. T. N. E. R. D.
Dept/Division: Co. Sects & M.

Q.1. Does your company have its own in-house computers?

yes no → Please goto Q. 3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please goto Q. 3

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

yes no → Please goto Q. 6

Batch Computing _____ → see (b)
Remote Batch Computing _____ → see (c)
Interactive Time-sharing _____ → see (d)

a) They are used for

Patrol - Richard Paul
Computer Brosil

b) We use the following bureaux for Batch Services:

BOC Database
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTER
 COMPOWER
 IBM
 CDC
 OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work

Centreline
U.C.C.
S.I.A.
U.C.S.L.

I.B.M.
COMPOWER
COMPUTER
SCICON
CDC
LOWNDES-AJAX
OTHER (Specify)

Honeywell U.S.
ADP
COMSHARE
IBM
CRC
ATKINS
CDC
OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S.
ADP
COMSHARE
IBM
CRC
ATKINS
CDC
OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 £1000 - £5,000
 > £5,000 - £12,000
 > £12,000 - £25,000
 > £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing _____% per annum growth/decline
- Remote Computing _____% per annum growth/decline
- Interactive timesharing _____% p.a. growth/decline

see as appropriate

X/are

INPUT

Q. Q. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production Control and Scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysts and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consultation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. M. Kahn
Mgt. Services Dept
Fitch Lovell
1 West Smithfield
London EC1A 9LA

INPUT

500 CHESSHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

yes no

INPUT

TIMES TOP 1000 COMPANIES

Date Interview No. 199
Reference _____

Company FITCH LIVELLE LTD
Address 14 EAST SMITHFIELD, LONDON EC1A 2LA

tel: 01 - 248 - 6431

Joint Name M. F. K. KHAN
Dept/Division HIGH-LEVEL SERVICES

2.1. Does your company have its own in-house computers?

yes → Please go to Q.3

Manufacturer	<u>IBM</u>	Model	<u>System 360/135</u>
Model	<u>System/360/32</u>	Quantity	<u>1</u>
Quantity	<u>2</u>		

Manufacturer	<u>IBM</u>	Model	<u>B700 ; HJS</u>
Model	<u>B700 ; 1504/43</u>	Quantity	<u>1</u>
Quantity	<u>1</u>		

2.2. Are any of these computers used in a time-sharing or remote batch/service mode?

no → Please go to Q.3

Type of Terminal used	<u> </u>	Type of Terminal used	<u> </u>
Quantity	<u> </u>	Quantity	<u> </u>
Type of Terminal used	<u> </u>	Type of Terminal used	<u> </u>
Quantity	<u> </u>	Quantity	<u> </u>

Q.3. Do you use external bureaux services?

yes → Please go to Q.6

They are used for	<u> </u>	Batch Computing	<u> </u>	→ see (b)
	<u> </u>	Remote Batch Computing	<u> </u>	→ see (c)
	<u> </u>	Interactive Time-sharing	<u> </u>	→ see (d)

b) They are used for

Batch Computing → see (b)

Remote Batch Computing → see (c)

Interactive Time-sharing → see (d)

c) We use the following bureaux for Batch Services:

BCC Datavoice	<input type="checkbox"/>	BARIC	<input type="checkbox"/>	CMSG	<input checked="" type="checkbox"/>
ADP/Management Dynamics	<input type="checkbox"/>	GEST/Cambridge Comp. Service	<input type="checkbox"/>	COMPOWER	<input type="checkbox"/>
COMPUTEL	<input type="checkbox"/>	IBM	<input type="checkbox"/>	CDC	<input type="checkbox"/>
OTHER (Specify)	<input type="checkbox"/>				

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S.	<input type="checkbox"/>	for ____ % of the company's total outside work
ADP	<input type="checkbox"/>	for ____ % of the company's total outside work
COMSHARE	<input type="checkbox"/>	for ____ % of the company's total outside work
IBM	<input type="checkbox"/>	for ____ % of the company's total outside work
CRC	<input type="checkbox"/>	for ____ % of the company's total outside work
ATKINS	<input type="checkbox"/>	for ____ % of the company's total outside work
CDC	<input type="checkbox"/>	for ____ % of the company's total outside work
OTHER (Specify)	<input type="checkbox"/>	for ____ % of the company's total outside work

e) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S.	<input type="checkbox"/>	for ____ % of the company's total outside work
ADP	<input type="checkbox"/>	for ____ % of the company's total outside work
COMSHARE	<input type="checkbox"/>	for ____ % of the company's total outside work
IBM	<input type="checkbox"/>	for ____ % of the company's total outside work
CRC	<input type="checkbox"/>	for ____ % of the company's total outside work
ATKINS	<input type="checkbox"/>	for ____ % of the company's total outside work
CDC	<input type="checkbox"/>	for ____ % of the company's total outside work
OTHER (Specify)	<input type="checkbox"/>	for ____ % of the company's total outside work

f) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S.	<input type="checkbox"/>	for ____ % of the company's total outside work
ADP	<input type="checkbox"/>	for ____ % of the company's total outside work
COMSHARE	<input type="checkbox"/>	for ____ % of the company's total outside work
IBM	<input type="checkbox"/>	for ____ % of the company's total outside work
CRC	<input type="checkbox"/>	for ____ % of the company's total outside work
ATKINS	<input type="checkbox"/>	for ____ % of the company's total outside work
CDC	<input type="checkbox"/>	for ____ % of the company's total outside work
OTHER (Specify)	<input type="checkbox"/>	for ____ % of the company's total outside work

g) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S.	<input type="checkbox"/>	for ____ % of the company's total outside work
ADP	<input type="checkbox"/>	for ____ % of the company's total outside work
COMSHARE	<input type="checkbox"/>	for ____ % of the company's total outside work
IBM	<input type="checkbox"/>	for ____ % of the company's total outside work
CRC	<input type="checkbox"/>	for ____ % of the company's total outside work
ATKINS	<input type="checkbox"/>	for ____ % of the company's total outside work
CDC	<input type="checkbox"/>	for ____ % of the company's total outside work
OTHER (Specify)	<input type="checkbox"/>	for ____ % of the company's total outside work

h) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S.	<input type="checkbox"/>	for ____ % of the company's total outside work
ADP	<input type="checkbox"/>	for ____ % of the company's total outside work
COMSHARE	<input type="checkbox"/>	for ____ % of the company's total outside work
IBM	<input type="checkbox"/>	for ____ % of the company's total outside work
CRC	<input type="checkbox"/>	for ____ % of the company's total outside work
ATKINS	<input type="checkbox"/>	for ____ % of the company's total outside work
CDC	<input type="checkbox"/>	for ____ % of the company's total outside work
OTHER (Specify)	<input type="checkbox"/>	for ____ % of the company's total outside work

i) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S.	<input type="checkbox"/>	for ____ % of the company's total outside work
ADP	<input type="checkbox"/>	for ____ % of the company's total outside work
COMSHARE	<input type="checkbox"/>	for ____ % of the company's total outside work
IBM	<input type="checkbox"/>	for ____ % of the company's total outside work
CRC	<input type="checkbox"/>	for ____ % of the company's total outside work
ATKINS	<input type="checkbox"/>	for ____ % of the company's total outside work
CDC	<input type="checkbox"/>	for ____ % of the company's total outside work
OTHER (Specify)	<input type="checkbox"/>	for ____ % of the company's total outside work

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	-------------------------	-------------------------

a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Conservation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

no

INDIT

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. B. J. Push
Computer Operations Manager
Wheatstrat Computer Centre
PO Box 87
Charter Avenue
Coventry, CV4 8AD

INPUT /
500 CHESTER HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6238

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	--------------------------------	--------------------------------

- a) Engineering/Scientific
- Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

A SURVEY OF THE TIMES TOP 1000 COMPANIES

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- b) Production/Inventory

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- d) Personnel

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc

- e) General Accounting/Payroll

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes No

INPUT

500 CHELSHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

* Date _____
Interview No. 1144
Reference _____

Company Gulf Oil Co.
Address _____

Tel: _____
IS ADDRESSED

Contact Name _____
Dept/Division _____

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of those computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal Used _____
Quantity _____

Type of Terminal Used _____
Quantity _____

Type of Terminal Used _____
Quantity _____

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

a) They are used for _____

Batch Computing → see (b)
Remote Batch Computing → see (c)
Interactive Time-sharing → see (d)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- | | | |
|---|---|--|
| <input type="checkbox"/> < £1000 | <input type="checkbox"/> ≥ £1000 < £5,000 | <input type="checkbox"/> ≥ £12,000 < £25,000 |
| <input type="checkbox"/> ≥ £5,000 < £12,000 | <input type="checkbox"/> ≥ £25,000 | |

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing _____ % per annum growth/decline
- Remote Computing _____ % per annum growth/decline
- Interactive time-sharing _____ % p.a. growth/decline

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Dataserve	<input type="checkbox"/> BARIC	<input type="checkbox"/> CMG	<input type="checkbox"/> ADP/Management Dynamics	<input type="checkbox"/> GEEST/Cambridge Comp. Service
<input type="checkbox"/> COMPUTER	<input type="checkbox"/> COMPOWER	<input type="checkbox"/> IBM	<input type="checkbox"/> CDC	<input type="checkbox"/> OTHER (Specify)

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> Centreline	<input type="checkbox"/> U.C.C.	<input type="checkbox"/> S.I.A.	<input type="checkbox"/> U.C.S.L.	<input type="checkbox"/> I.B.M.	<input type="checkbox"/> COMPUTER	<input type="checkbox"/> SCICON	<input type="checkbox"/> CDC	<input type="checkbox"/> LOYNDES-AJAX	<input type="checkbox"/> OTHER (Specify)
-------------------------------------	---------------------------------	---------------------------------	-----------------------------------	---------------------------------	-----------------------------------	---------------------------------	------------------------------	---------------------------------------	--

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	<input type="checkbox"/> ADP	<input type="checkbox"/> COMSHARE	<input type="checkbox"/> IBM	<input type="checkbox"/> CRC	<input type="checkbox"/> ATKINS	<input type="checkbox"/> CDC	<input type="checkbox"/> OTHER (Specify)
---	------------------------------	-----------------------------------	------------------------------	------------------------------	---------------------------------	------------------------------	--

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consultation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes No

INPUT

560 CHEFSHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INDIT

TIMES TOP 1000 COMPANIES

Date	Interview No.	168
Reference		

Company Mobile Data Services Ltd
Address BUCKET HOUSE
VENTURE ROAD

Tel: 52269 Contact Name D. J. STACEY
Dept/Division APPLICATION GROUP

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer DTC
Model DATA 100
Quantity 1

Manufacturer DTC
Model DATA 100
Quantity 1

Manufacturer DTC
Model DATA 100
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q. 3

Type of Terminal used DATA 100
Quantity 6
Type of Terminal used _____
Quantity _____

Type of Terminal used DATA 100
Quantity 6
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

a) They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

c) We use the following bureaux for Remote Batch Services
 Centreline
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPUTER
 COMPUTEL
 SCICON
 CDC
 LOWNDES-AJAX
 OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:
 Honeywell S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:
 < £1000 > £12,000 < £25,000
 > £1000 < £5,000 > £25,000
 > £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?
 a) Batch Computing → see (b)
 b) Remote Computing → see (c)
 c) Interactive Time-sharing → see (d)

Batch Computing % per annum growth/decline
 Remote Computing % per annum growth/decline
 Interactive Time-sharing % per annum growth/decline

delete as appropriate

b) We use the following bureaux for Batch Services:
 ROC Datavoice
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTER
 IBM
 CDC
 OTHER (Specify)

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

- a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHESTNUT HOUSE, 150 REGENT ST., LONDON W1
TEL: 01-439 6288

INDUST

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Numerical Control, Management Reports etc.

TIMES TOP 1000 COMPANIES

A SURVEY OF THE

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6268

INPUT

INDIT

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?
Thank you for your cooperation in filling this questionnaire.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Capital Investment Analysis etc.



Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications, Management Reports etc.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHELSEA, 180 REGENT ST., LONDON W.1
TEL: 01-439 6288

INDIIT

PUT**MES TOP 1000 COMPANIES**

Date Interview No. 153
Reference _____

any F.W. Woodworth

ss Conductive Coating

Federated Ecad

Faccan Swindon

Wills.

OCT 13 3013)

Mr. B. March

Division Computer Operations Mgr.

Does your company have its own in-house computers?

 yes no → Please go to Q.3

Manufacturer ICL Manufacturer ICL
Model 1904.S Model 1904.A
Quantity 1 Quantity 1

Manufacturer ICL Manufacturer ICL
Model 1903A Model 1903A
Quantity 1 Quantity 1

Are any of these computers used in a time-sharing or remote batch/service mode?

 yes no → Please go to Q.3

Type of Terminal used ICL 3503 Type of Terminal used ICL 3503
Quantity 1 Quantity 1

Type of Terminal used ICL 3503 Type of Terminal used ICL 3503Quantity 1 Quantity 1

Do you use external bureaux services?

 yes no → Please go to Q.6

They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

Do you use the following bureaux for Batch Services:

BOB-Datavoice for ____ % of the company's total outside work
 BAFC for ____ % of the company's total outside work
 CMG for ____ % of the company's total outside work
 AD/Management Dynamics for ____ % of the company's total outside work
 GEST/Cambridge Comp. Service for ____ % of the company's total outside work
 COMPUTEL for ____ % of the company's total outside work
 IBM for ____ % of the company's total outside work
 CDC for ____ % of the company's total outside work
 OTHER (Specify) for BOB % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> U.C.C.	for ____ % of the company's total outside work
<input type="checkbox"/> S.I.A.	for ____ % of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for ____ % of the company's total outside work
<input type="checkbox"/> I.B.M.	for ____ % of the company's total outside work
<input type="checkbox"/> COMPOWER	for ____ % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ____ % of the company's total outside work
<input type="checkbox"/> SCICON	for ____ % of the company's total outside work
<input type="checkbox"/> CDC	for ____ % of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for ____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell U.S.	for ____ % of the company's total outside work
<input type="checkbox"/> ADP	for ____ % of the company's total outside work
<input type="checkbox"/> COMSHARE	for ____ % of the company's total outside work
<input type="checkbox"/> IBM	for ____ % of the company's total outside work
<input type="checkbox"/> CRC	for ____ % of the company's total outside work
<input type="checkbox"/> ATKINS	for ____ % of the company's total outside work
<input type="checkbox"/> CDC	for ____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ____ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000 ≥ £12,000 < £25,000
 ≥ £1000 < £5,000 ≥ £25,000
 > £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing —____ % per annum growth/decline
 - Remote Computing —____ % per annum growth/decline
 - Interactive timesharing —____ % p.e. growth/decline
- } delete as appropriate

INPUT

INPUT

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

INPUT
A summary of the Data provided by companies in your category will be shortly available. May we send it to you?
 yes no

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W1
TEL: 01-439 6288

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?
 yes no

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. P. R. Smith
DP Manager
J. Sainsbury
Stamford House
Stamford Street
London SE1 9LL

INPUT

500 CHESTER HOUSE, 150 REGENT ST., LONDON W1
TEL: QU 439 6288

INPUT

TIMES TOP 1000 COMPANIES

Company J.S. Software LTD
Address STAMFORD HOUSE
STAMFORD DT

Tel: 921-6751
Contact Name P.R.Jones
Dept/Division IT & Processing

Q.1. Does your company have its own in-house computers?

Yes No → Please go to Q.3

Manufacturer DEC.
Model 19045
Quantity 1

Manufacturer DEC.
Model 2070
Quantity 2

Manufacturer DEC.
Model 1904A
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

Yes No → Please go to Q.3

Type of Terminal Used 1C2702
Quantity 20
Type of Terminal Used _____
Quantity _____

Q.3. Do you use external bureaux services?

Yes No → Please go to Q.6

a) They are used for _____
→ see (b)
b) Batch Computing _____
c) Remote Batch Computing _____
d) Interactive Time-sharing _____
→ see (c)
→ see (d)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000 > £1000 < £5,000
 > £5,000 < £12,000 > £12,000 < £25,000
 > £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing — % per annum growth/decline
- Remote Computing — % per annum growth/decline
- Interactive Time-sharing — % per annum growth/decline

} delete as appropriate

- b) We use the following bureaux for Batch Services:
- BOC Dataserve
 - BARC
 - CMG
 - ADP/Management Dynamics
 - GEST/Cambridge Comp. Service
 - COMPUTER
 - IBM
 - CDC
 - OTHER (Specify) _____

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION

	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Material Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis, etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SURVEY OF THE TIMES TOP 1000 COMPANIES

INPUT

500 CHESTERFIELD STREET, LONDON W1
TEL: 01-439 6288

SIC 821
Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

c) Marketing/Sales

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

d) Personnel

e) General Accounting/Payroll

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

f) Financial Analysis and Planning

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

g) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

h) Personnel

i) Financial Analysis and Planning

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. T. Moore
Computer Development Exec.
Debenhams
1 Welbeck Street
London W1A 1DF

INPUT
500 CHESTERFIELD HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?
Thank you for your cooperation in filling in this questionnaire.

Yes

INPUT

TIMES TOP 1000 COMPANIES

Date	Interview No.	I OTT
Reference		

Company DEUTZ-MAIS LTD
 Address # 1 - 427 BICK ST
London W.1.
 Tel: 01-403-5444
 Contact Name A.J. MCONEY
 Dept/Division Computer Planning

Q.1. Does your company have its own in-house computers?

no → Please go to Q. 3

Manufacturer ICL
 Model 19077
 Quantity 1

Manufacturer C.H.C
 Model Key to disc input kit
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

no → Please go to Q. 3
 Type of Terminal used ICL Time sharing
 Quantity c. 3
 Type of Terminal used ICL VDU
 Quantity c. 3

Type of Terminal used Trans 745 Parallel
 Quantity 1
 Type of Terminal used Trans 745 Rotable
 Quantity 1

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

a) They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOC Dataserve
 BARIC
 CMG
 AP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTEL
 COMPOWER
 IBM
 CDC
 OTHER (Specify) for _____%

c) We use the following bureaux for Remote Batch Services

Centrefile

U.C.C.

S.I.A.

U.C.S.L.

I.B.M.

COMPUTER

COMPUTEL

SCICON

CDC

LOWNES-AJAX

OTHER (Specify) for _____%

d) We use the following bureaux for Interactive Time Sharing Services

Honeywell I.S.

ADP

COMSHARE

IBM

CRC

ATKINS

CDC

OTHER (Specify) for _____%

e) Computer Basing (Please Co.)

Honeywell I.S.

ADP

COMSHARE

IBM

CRC

ATKINS

CDC

OTHER (Specify) for _____%

f) Please check your total Annual expenditures on the above services in the following ranges:

< £1000

£1000 < £5,000

£5,000 < £12,000

£12,000 < £25,000

£25,000

g) What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing _____% per annum growth/decline

Remote Computing _____% per annum growth/decline

Interactive timesharing 2.5% p.a. growth/decline

delete as appropriate

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Control, Capital / Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes

No

INPUT

500 CHELHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INDIT

INPUT

Date	Interview No.	121
Reference		

IMES TOP 1000 COMPANIES

Company U.S. DEPT. STORES DIV. LTD.
dress 109 ELMWOOD ROAD LONDON
BECERSONSHAM

KENT .
01 650 354
Inact Name P.F. LEADAM

Div/Division

1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer DEC Model SYSTEM 10
Model M120 Quantity 0150

Manufacturer _____
Model _____
Quantity _____

2. Are any of these computers used in a time-sharing or remote batch/service mode?

yes no → Please go to Q.3
Type of Terminal used Local Systech VDU Type of Terminal used _____
Quantity 20 Quantity _____

Type of Terminal used DTC VT52 Type of Terminal used _____
Quantity 12 Quantity _____

3. Do you use external bureaux services?

yes no → Please go to Q.6
They are used for _____

Batch Computing → see (b) → see (c) → see (d)
Remote Batch Computing → see (b) → see (c) → see (d)
Interactive Time-sharing → see (b) → see (c) → see (d)

We use the following bureaux for Batch Services:

BOC Dataserve
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTER
 IBM
 CDC
 OTHER (Specify) MCS
RADNDVAT Share Physics

- c) We use the following bureaux for Remote Batch Services
- Centricle
U.C.C.
S.I.A.
U.C.S.L.
I.B.M.
COMPOWER
COMPUTER
SCICON
LOWNDES-AJAX
OTHER (Specify)
- d) We use the following bureaux for Interactive Time Sharing Services:
- Honeywell U.S.
ADP
COMSHARE
IBM
CRC
ATKINS
CDC
OTHER (Specify)

- Q.4. Please check your total Annual expenditures on the above services in the following ranges:
- < £1000 > £12,000 < £25,000
 > £1000 < £5,000 > £25,000
 > £5,000 < £12,000

- Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?
- Batch Computing % per annum growth/decline
Remote Computing % per annum growth/decline
Interactive timesharing % p.a. growth/decline
- Batch Computing % per annum growth/decline
 Remote Computing % per annum growth/decline
 Interactive timesharing % growth/decline
- How much
growth is
anticipated
by 1985? on
Question 13
and 14

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

- a) Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESTER HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this Questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-433 6288

INPUT

Q 6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Electrical & Industrial Investment Co. Ltd. (4-85)
Stratton House
79 Piccadilly
London W.1.
For the attention of the Company Secretary.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in Your category will be shortly available. May we send it to you?
□ yes no

INPUT

500 CHESTERHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

a) **Engineering/Scientific**

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) **Production/Inventory**

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) **Marketing/Sales**

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) **Personnel**

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) **General Accounting/Payroll**

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) **Financial Analysis and Planning**

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

no

National Electric Construction Co. (5-85)
Stratton House
79 Piccadilly
London W.1.
For the attention of the Company Secretary

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESTER HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Stratton House Ltd. (6-85)
79 Piccadilly
London W.1
For the attention of the Company Secretary

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

TIMES TOP 1000 COMPANIES

A SURVEY OF THE

INPUT

500 CHERHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6268

INPUT

INPUT

TIMES TOP 1000 COMPANIES

Date Sub 6-85
Interview No. Sub 6-85
Reference

Company Symantec House (Unit 8)
Address 1, CECIL STREET, LONDON, W1X 6TS
Tel: 01 627 - 5286
Contact Name J. M. Bates
Dept/Division -

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q. 3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

yes no → Please go to Q. 6

Batch Computing _____ → see (b)
 Remote Batch Computing _____ → see (c)
 Interactive Time-sharing _____ → see (d)

a) They are used for

- < £1000 ≥ £12,000 < £25,000
 > £1000 < £5,000 ≥ £25,000
 > £5,000 < £12,000

b) We use the following bureaux for Batch Services:

- BOC Dataserve
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTER
 COM/POWER
 IBM
 CDC
 OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services

- U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPUTER
 SCICON
 CDC
 LOWNDES-AJAX
 OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

- Honeywell U.S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify) _____

Q.4. Please check your total Annual Expenditure on the above services in the following ranges:

- < £1000 ≥ £12,000 < £25,000
 > £1000 < £5,000 ≥ £25,000
 > £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing — % per annum growth/decline
 Remote Computing — % per annum growth/decline
 Interactive Time-sharing — % p.a. growth/decline

INPUT

INP

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production Control and Scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.
A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

SIC 88
INPUT
500 CHEEHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

yes no

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
3) Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personal

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your co-operation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHELSEA HOUSE, 160 REGENT ST., LONDON W.1
TEL: 01-439 6228

INPUT

INPUT

TIMES TOP 1000 COMPANIES

AS OVER
Company Regisfication Radio Hill.
Address _____
Dept/Division _____

Tel: 01-629-8886
Contact Name M.C. Amos
Dept/Division _____

Q.1. Does your company have its own in-house computers?

yes no → Please go to Q.3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time sharing or remote batch/service mode?

yes no → Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

yes no → Please go to Q.6

They are used for
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

BOC Datascope
 BARIC
 CMG
 ADP/Management Dynamics
 GEEST/Cambridge Comp. Service
 COMPUTEL
 COMPOWER
 IBM
 CDC
 OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services:

Centrifile
 U.C.C.
 S.I.A.
 U.C.S.L.
 I.B.M.
 COMPUTER
 SCICON
 CDC
 LOWINDES-AJAX
 OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
 ADP
 COMSHARE
 IBM
 CRC
 ATKINS
 CDC
 OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

< £1000
 > £1000 < £5,000
 > £5,000 < £12,000
 ≥ £12,000 < £25,000
 ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing → % per annum growth/decline
 Remote Computing → % per annum growth/decline
 Interactive timesharing → % p.a. growth/decline

delete as appropriate

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

NOT APPLICABLE

APPLICATION USE NOW WILL USE MORE IN FUTURE

a) Engineering/Scientific

Production/Inventory

Marketing/Sales

Personnel

General Accounting/Payroll

Financial Analysis and Planning

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) Production/Inventory

Marketing/Sales

Personnel

General Accounting/Payroll

Financial Analysis and Planning

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) Marketing/Sales

Personnel

General Accounting/Payroll

Financial Analysis and Planning

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) Personnel

General Accounting/Payroll

Financial Analysis and Planning

Typical Applications include: Manpower Management Statistics, Personnel Databases, other personnel applications.

e) General Accounting/Payroll

Personnel

General Accounting/Payroll

Financial Analysis and Planning

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) Financial Analysis and Planning

Personnel

General Accounting/Payroll

Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHESSHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS
a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations, Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consultation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

Printed on 25/6/93

